

Job Description

Company	C5i
Position Title	Sr. Manager, Platforms & Solutions
Reporting to	Sr. Director, Platforms & Solution
Schedule	Full-Time
Work Location	Mumbai, Bangalore.

Overview

C5i

C5i is a pure-play AI & Analytics provider that combines the power of human perspective with AI technology to deliver trustworthy intelligence. The company drives value through a comprehensive solution set, integrating multifunctional teams that have technical and business domain expertise with a robust suite of products, solutions, and accelerators tailored for various horizontal and industry-specific use cases. At the core, C5i's focus is to deliver business impact at speed and scale by driving adoption of AI-assisted decision-making.

C5i caters to some of the world's largest enterprises, including many Fortune 500 companies. The company's clients span Technology, Media, and Telecom (TMT), Pharma & Lifesciences, CPG, Retail, Banking, and other sectors. C5i has been recognized by leading industry analysts like Gartner and Forrester for its Analytics and AI capabilities and proprietary AI-based platforms.

Global offices

United States | Canada | United Kingdom | United Arab of Emirates | India

Job Summary:

The role:

This role will be part of a dynamic product organization that is continuously exploring and innovating in the areas of Augmented Analytics and Generative AI and Intelligent Automation around fascinating domains of Competitive Intelligence, Digital Experience Optimization, Conversation Rate Optimization, Market Insights etc. across multiple industry verticals viz; Technology, Media, Telecom, Retail, CPG, Manufacturing, Life Sciences (Pharma) and Healthcare.

Key Responsibilities:

1. Work with Marketing, Sales, Product Management and Client Success Teams in tandem to scope and shape GTM solutions.
2. Build effective pre-sales and go-to-market collaterals for simple to complex business opportunities, including responses to RFI/RFP/proposals.
3. Effectively position Course5 Platforms for delivering impactful and comprehensive business solutions to global clients.
4. Assess competitive position of Course5 platforms and help define competitive offerings for clients.
5. Contribute toward product roadmap with in-market observations collected our client discussions and requirements.
6. Deliver results against measurable KRAs and meet individual, team and BU goals in effective manner.
7. Continuously acquire and demonstrate knowledge in form of innovative solutions using right combination of technology, domain, process, and people.

Applied Skills:

In this role and within the team the opportunities and assignments will challenge each one to deploy their inherent and acquired skills in the areas of:

1. Business problem solving and solution design.
2. Customer centric value delivery
3. Effective and targeted communication
4. Creative and imaginative representation of solution and offering.
5. Collaborative ideation and participative learning

Core Technical Skills:

Working Knowledge/ expertise in at least 3 areas:

1. Data Analytics (AI/ML, Predictive modelling, AI driven insights and decision making)
2. Understanding cloud technologies and Data Engineering, Analytics and AI services of Azure / AWS / GCP
3. Good conceptual understanding of Generative AI / LLMs
4. Nice to have – good knowledge of Python, SQL, process automation.
5. Product management and project management
6. Good understanding of Digital Technologies and analytics consulting.

7. Good Techno-functional understanding in at least 3 areas:
 - a. Multi-channel marketing and effectiveness measurement
 - b. Digital commerce / eCommerce / Search Marketing
 - c. Competitive and market intelligence
 - d. Customer experience optimization
 - e. Sales and revenue management
 - f. Supply chain management

Qualifications & Experience

1. Minimum Bachelor's degree in Computer Science/Business Administration / Mathematics/Statistics/Data Analytics / Data Science or equivalent.
2. MBA or equivalent in Business Analytics or Marketing or Finance
3. Preferred – 2 years of work experience in marketing, analytics, digital marketing, CRM, software engineering.
4. Proven experience of managing large RFP process and large global transformational deals
5. Good domain understanding for - Technology or CPG industry or Pharma industry (at least 2 will be a plus)
6. Experience in facing and interacting with global customer for shaping or delivering enterprise solutions.
7. Ability of working in a multi-locational collaborative team environment
8. Experience working in an agile environment.
9. Ability to assess, mitigate and manage program risks
10. Strong knowledge about estimation methods and pricing models
11. Articulation and communication skills
12. Problem solving
13. Strong presentation and communication

C5i is proud to be an equal opportunity employer. We are committed to equal employment opportunity regardless of race, color, religion, sex, sexual orientation, age, marital status, disability, gender identity, etc. If you have a disability or special need that requires accommodation, please keep us informed about the same at the hiring stages for us to factor necessary accommodations.