



FARMER

Our Vision

Envision yourself as part of a team built on the foundation of servant leadership, where we intentionally support each other in growth as individuals and a company. Since 2001, we have been working in India providing businesses in the West affordable and quality IT resources to keep their companies growing, while creating local jobs that build team direction and personal growth. We need people like you to amplify our ability to communicate and execute reliably by managing client relationships through quick problem solving founded in mutual benefit.

Responsibilities

- Assists the team in serving clients and managing their expectations
- Leads start-up and milestone meetings with the client
- Assists the Business Development team in creating and reviewing proposals
- Stays connected through the life cycle of the project and manages ongoing client opportunities
- Is intimately involved in operations and understands and actively collaborates with the delivery team
- Grows trustful relationships with the clients in order to create multi-project, mutually fruitful relationships
- Participates in monthly outbound campaigns
- Supports the Hunter in closing deals

Requirements

Experience

- Cross-cultural experience
- Technology sales
- Project management

Characteristics

- Trustworthy
- Process oriented
- Empathetic
- Problem solver
- Results-oriented

Working Environment

- Live in India
- Work in our 2 offices with our 70+ member

Contact us here