

LOB HEAD

Company Profile:

Our Client is a leading provider of software solutions and services that help building systems for Extended Enterprises. Reaching out to a global clientele from bases in Germany, Switzerland, USA, Mauritius, New Zealand and India, our client brings to its customers both products based and custom built solutions. The Microsoft Business Solutions and arcplan's dynasight/ insight form the core of the client's product based offerings. The service offerings combine technology expertise with domain knowledge and project management skills

Our Client brings to its customers custom built and product based solutions to meet the entire gamut of these business needs. One of the leading and most successful Microsoft Business Solutions Partner, The client customizes and implements solutions based on Navision to provide its customers ERP, Supply - Chain and CRM functionality. The focus being on providing solutions, we use diverse technologies (Microsoft, Sun, Oracle, IBM), middleware, third party products and even the MBS offerings, to enable our customers do business (B2B and B2C) over internet and mobile.

Designation:

LOB (Line of Business) HEAD

Experience:

8-10yrs (Basically 4+ yrs experience in Navision Implementation)

Education:

B.Tech(computer science/IT)/M.Tech(computer science/IT)/MCA/B.Sc(IT)/M.Sc(IT)/CA

Work Location:

Noida

Salary Slab:

Best to industrial stds.

Roles/Responsibilities:

- Profitability -Responsible for the profitability of Line of Business
- Presales -Provides support in presales activities, generating business from existing as well as new clients
- Account Management -Maintaining the relationship with existing clients
- Project Management-Estimate effort and time for Navision projects, Plan, execute & control project activities, manage & direct teams of consultant
- Organizational Process- Contribute in defining the processes at organizational level

Head Office:

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Desired Criteria:

- **Atleast 3-4 yrs of Project Management Exp**
- **4+ yrs experience in Navision Implementation**
- Led at least 4 end-to-end ERP project life cycle and is knowledgeable on the methodology
- Managed a portfolio of projects and taken decisions on costs, budgets, resources and profits across projects
- Strong business knowledge and experience in CPG, FMCG, Utility, Automotive, Telecom , Metals or Retail Business
- Ability to lead Project Managers, plan and up skill them
- Be able to manage engagements in the defined Sector, positioning and selling of consulting services
- Ability to engage with senior management at CXO level
- Strong communication skills with good presentation and writing skills
- Strong solution experience in Financials / Logistics / Human Capital Management and in one or more industry verticals.

Please submit your updated CV in MS Word format via email with salary details to Renuka Radhakrishnan at renuka@anytimehr.com, 9899132915, 011-43024915, 43024916, 43024940, 43024144