



DesiCrew - Consultant, Ecommerce Business Strategy

Role Description

Background:

DesiCrew (www.desicrew.in), the pioneering Impact Sourcing model of the country, is looking for experienced professionals for creating strategy for entering into Ecommerce sector as a service provider. The core idea is to leverage the process expertise and geographies of DesiCrew to serve the business needs of the emerging Ecommerce sector in India. We are looking for institution builders and leaders, who would want to join us in this exciting journey.

Role:

Leader of Business Strategy – which includes Strategy development, Lead Generation, New Business addition for 10-15 rural Delivery Centers of 100 seats each across India in the next 2-3 years. The role can be extended into the Business Practice head depending on mutual consent and requirement.

Location: To be based in Chennai or Bangalore/Hyderabad/Mumbai/Delhi.

Expectations:

- To be a key member of the management team working along with the senior leadership and Board members
- To be able to conceptualise, design and implement new business process for Ecommerce sector
- To independently manage new Clients addition

Key Deliverables:

- To evolve a strategy for targeting the Ecommerce segment
- To assess organizational readiness and prospect key customers
- To establish a pipeline of atleast US\$ 2 mn

Pre-requisites:

15-20 years of Work Experience with BPO/Ecommerce industry
Leadership position for atleast 5 years
Strong metrics orientation
Tier I Education
Passionate about building a new disruptive innovation business
Adaptable to work culture/demands of a Start-Up organization

Remuneration: Competitive as per Industry standards with performance linked incentives