

Role: Sales Capture - Accenture

About Accenture: Accenture is a global professional services company with leading capabilities in digital, cloud and security. Combining unmatched experience and specialized skills across more than 40 industries, we offer Strategy and Consulting, Technology and Operations Services, and Accenture Song - all powered by the world's largest network of Advanced Technology and Intelligent Operations centers. Our 699,000 people deliver on the promise of technology and human ingenuity every day, serving clients in more than 120 countries. We embrace the power of change to create value and shared success for our clients, people, shareholders, partners and communities. Visit us at www.accenture.com Work Location: Delhi, Mumbai, Bengaluru | Years of experience: 7+ years | Entity: India Market Unit | Level: Manager / Senior Manager / Associate Manager Role Overview:

Work on sales opportunities leveraging Accenture's best practices, tools and methodologies E2E sales process management across lifecycle of a deal (RFP, legal/ contract negotiations and approvals, client presentations, negotiations)

Manage related activities eg. proposal development, sales tool management, deal shaping, intelligence gathering, creating presentation material

Maintain business development budgets and structured reporting

Account-based/ campaign-based origination support

Stakeholder management across the business entities Key Responsibilities: Build Sales expertise:

Build knowledge and understanding of Accenture assets, offerings and methodologies and how they are leveraged to address client needs effectively

Participate in proposal development activities focused on defining a compelling and differentiating value proposition

Learn the Accenture selling framework by supporting a wide variety of deals Stakeholder mapping:

Be exposed to and learn from senior members/coach on Stakeholder management

Understand decision process around efficient and effective use of business development resources

Build network at level with client team members and get exposure to the C-suite with shadowing opportunities

Participate in discussions and negotiations with key stakeholders eg. CDTs, Legal, Contract Management

Learn the internal approval mechanism and ensure compliance and monitoring Drive the Sales process

Develop skills to be able to coordinate end to end Bid Management activities across lifecycle of a deal and support key activities such as deal shaping and client negotiation sessions

Learn and leverage Accenture's sales best practices, tools, processes and reporting to support MMS management, New Business Meeting preparation

Support the bid manager to manage the activities on the sales message house, the win strategy, negotiation strategy, stakeholder/relationship strategy and close plan

Support the creation of proposal materials and observe key events in the sales process including orals planning & presentations, site visits

Gain exposure and build expertise in commercials, including pricing strategy and deal shaping, legal Terms & Conditions, and coordinate internal approvals and sales team resources NA