

National Strategy Manager – JD

Job Summary: Candidate will be responsible for developing and implementing strategic initiatives to drive the Business Vertical(PL Prime) growth. This role involves analyzing market trends, conducting competitive research, and collaborating with senior leadership to align strategies with business goals. This role will reports into Business Head – PL Prime. Role grade will be maximum of SVP II. This new role will have senior resources reporting into him(maximum 6 across geographies).

Key Responsibilities:

- **Strategic Planning:** Develop and implement strategic plans and objectives aligned with the company's/Business vertical objectives
- **Market Analysis:** Analyze market trends and the competitive landscape to identify opportunities and challenges.
- **Collaboration:** Work closely with cross-functional teams to ensure alignment between strategy and operations.
- **Project Management:** Lead and manage strategic projects and initiatives, ensuring timely and successful execution.
- **Performance Measurement:** Measure the effectiveness of implemented strategies and make necessary adjustments.
- **Risk Management:** Identify and address issues and risks that could affect the achievement of strategic objectives.
- **Competition Mapping:** Conduct competitive analysis to understand market positioning and identify opportunities for differentiation.
- **Productivity Optimization:** Develop strategies to optimize productivity and resource utilization.
- **Opportunities Identification:** Identify new business opportunities and growth areas based on market analysis and competitive research.
- Channel Management (Digital & Physical)
- Identify, recruit, and onboard new channel partners to expand the distribution network.
- Maintain and strengthen relationships with existing channel partners to ensure their success and satisfaction.
- Develop and execute sales strategies to achieve revenue targets and market share goals.
- Provide training and support to channel partners to ensure they are well-equipped to sell the company's products.
- Monitor and analyze the performance of channel partners, providing feedback and implementing improvement plans as needed.

- Analyze competitors' strategies and performance to identify opportunities for differentiation and growth.
- Conduct market research to identify trends, opportunities, and competitive threats.
- Develop strategies to enhance productivity with minimal resources, ensuring efficient use of available assets.
- Identify and mitigate risks associated with DSAs, including dependability and other associated risks.

Classification | INTERNAL