

BUSINESS DEVELOPMENT MANAGER (Entry Level)

Tata Consultancy Services (TCS) is an IT services, business solutions and outsourcing organization that delivers real results to global businesses, ensuring a level of certainty few firms can match. We offer a consulting-led, integrated portfolio of IT and IT-enabled services delivered through its unique Global Network Delivery Model, recognized as the benchmark of excellence in software development.

TCS has over 160,000 employees operating across 42 countries globally, amongst which 144,000 are highly-skilled IT consultants. Last recorded revenues (fiscal year ending 31 March, 2009) are over US\$ 6.0 billion. Being part of the Tata Group, one of India's largest industrial conglomerates and most respected brands, TCS is known and trusted globally as innovative company.

TCS in Germany & Austria - facts:

- 500 consultants working onsite in Germany and Austria and 2.000 working from off-shore.
- A team of 160 highly competent, German-speaking consultants with profound experience of German business processes, project management; working in the areas of product engineering, system integration and consultancy.
- Servicing more than 65 German and Austrian companies, including 13 of the 30 DAX companies. Some of Germany's top corporations are TCS clients, including: Airbus, Daimler, Deutsche Bank, Deutsche Börse, SAP, Commerzbank and Nokia Siemens Networks.
- The Central European Head Office is situated in Frankfurt am Main, other regional offices are located in Munich, Hamburg, Düsseldorf, Walldorf, Wolfsburg and Vienna.

POSITION PROFILE

Position Title: Business Development Manager (Entry Level)

Location: Frankfurt or Munich, Germany

Position Summary/Key Tasks:

- We seek a self-motivated, highly resourceful, customer-centric representative of our company to develop new clients in a wide range of industries. The ideal candidate will possess network contacts with Business Head/CXO level positions.
- Develop deep understanding of client goals, objectives and challenges and synergize TCS capabilities with this roadmap.
- Identify opportunities for future business offerings.
- Leverage TCS Innovation and Alliance Partners for specific solutions.
- Take TCS assets-solution frameworks offerings to market, influence creation of new assets through customer/market intelligence.
- Become an expert in the IT services, business solutions and outsourcing space.

Reports to: Regional Manager, Business Development
Language: German native speaker and business fluent English
Education: Diplom or Master Degree in Business Informatics or Business Management/ Engineering with specialization/ affinity in Information Technology
Industry Exposure: Exposure to IT/ Consultancy/ Services industry

Skills and Competencies:

- Understanding of German market
- Ability to collaborate with multiple stakeholders
- Excellent presentation and communication skills
- Interpersonal and cross-cultural skills
- Strong analytical background
- Internships in Germany and abroad

TCS Value proposition:

The TCS employer brand positioning builds on our strengths and communicates TCS as an organization that offers its employees a complete Global Career by highlighting the three main value propositions:

- Global exposure
- Freedom to work across domains
- Work life balance

Culture potpourri: People from diverse backgrounds and geographies have come together in pursuit of a common vision.

Open door policy: Our corporate culture is open and inclusive; irrespective of your experience, you will immediately be welcomed into the team, and would always have a significant role to play.

On-the-job learning: Intense training and development programs facilitate on-the-job learning.

'Global Family' identity: What sets TCS apart is the support, encouragement, and nurturing provided to you at every step... just like a family.

Community Services: Maitree was started with an objective of bringing TCS associates and their families closer and include them as a part of the TCS extended family.

APPLICATION

Please send your comprehensive application to: [Cornelia Meuschke, Human Resources - Central Europe](mailto:Cornelia.Meuschke@tcs.com)
Cornelia.Meuschke@tcs.com.