

APPLICATION FOR PERMANENT EMPLOYMENT CERTIFICATION  
NOTICE of FILING

**Job Opening:** Lead Enterprise Services Engagement Manager-4

**Job Duties:** Oversee regional and/or local sales activities for IT services/products, such as application development, end-to-end business process outsourcing, infrastructure development and related services. Manage end-to-end sales process from initial contact, analyzing clients' business technology needs and industry trends to propose solutions. Work with IT team to respond to Request for Proposal, generating price quotes, making presentations to negotiating terms and finalizing the service agreement. Manage escalations by facilitating communication between client and the onsite-offshore IT team(s) to resolve client complaints and issues with services and to ensure successful execution of each project. Confer with department heads to plan promotional services. Must be able to travel temporarily to client sites and/or relocate throughout the U.S.

**Minimum Job Requirements:** Master's degree or foreign equivalent in Business Administration, Business, Management, Marketing, Commerce, Information Systems, Computer Science, Computer Application, Computer Engineering, Electronic Engineering, Electrical Engineering, Engineering, or related field plus two years of experience in the job offered, software consultant, sales engineer, business analysts, sales, marketing, or related work. In the alternative, we will accept Bachelor's degree or foreign equivalent plus five years of progressive experience in job offered, software consultant, sales engineer, business analysts, sales, marketing, or related work.

**Salary Offered:** \$ 284,000.00 per year  
Standard Benefit applies

**For Further Information,** Santhosh RAMU (HR Operations)  
**Please Contact:** 41 Madison Avenue, 35<sup>th</sup> Floor, New York, NY 10010  
Tel: 212-686-6655, email: recruitmentus@mphasis.com

**Date Posted:** \_\_\_\_\_

**Date Removed:** \_\_\_\_\_

**Place Posted:** Office Bulletin Board

**Results of Posting:** \_\_\_\_\_

**Signature of Person** \_\_\_\_\_  
**Posting the Notice** Name: Shuchita Mirwani / Soumya Rama Moorthy  
Title: Employee Mobility-Manager / Assistant Manager – HR Operations

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This notice is being posted as a result of an Application for a Permanent Employment Certification for this position. Any interested person may provide documentary evidence bearing on the Application to U.S. Department of Labor, Employment and Training Administration, Office of Foreign Labor Certification, 200 Constitution Avenue, NW, Room N-5311, Washington, DC 20210. Tel: 1-866-487-2365