

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: \$ 301,000.00 per year
Standard Benefit applies

**For Further Information,
Please Contact:** Manikandan Panicker (Sr. Manager & Strategic Resourcing Lead – Direct
Core, Global Strategic Resourcing)
41 Madison Avenue, 35th Floor, New York, NY 10010
Tel: 212-686-6655, email: recruitmentus@mphasis.com

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**Signature of Person
Posting the Notice** _____
Name: Shuchita Mirwani / Soumya Rama Moorthy
Title: Senior Manager-Global Mobility / Assistant Manager-Global Mobility

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