

Associate Practice Engagement Manager

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Company: Infosys Limited

Location: Australia

Category: computer-and-mathematical

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Job Description

About Us

Infosys is a global leader in next-generation digital services and consulting. We enable clients in more than 50 countries to navigate their digital transformation. With over four decades of experience in managing the systems and workings of global enterprises, we expertly steer our clients through their digital journey. We do it by enabling the enterprise with an AI-powered core that helps prioritize the execution of change. We also empower the business with agile digital at scale to deliver unprecedented levels of performance and customer delight. Our always-on learning agenda drives their continuous improvement through building and transferring digital skills, expertise, and ideas from our innovation ecosystem.

Role –Associate Practice Engagement Manager/Associate Director

Location – Sydney/Melbourne

Role Description:

This role is overall responsible for all Technical Solution development and client interfaces relative to communicating proposed solutions for all CIS led Infrastructure pursuits. They will

also work closely with the Vertical Engagement Manager's to proactively pursue targeted accounts and with the IBU CIS delivery to ensure optimal customer solutions .

Responsibilities:

Farming of the existing accounts and opening up new accounts.

Lead the Technical development of CIS led Infrastructure solutions.

Create value and differentiated solutions for customers in response to Infrastructure RFIs / RFPs and proactive pursuits.

Work with customer and be the technical advisor for them representing Cloud and Infrastructure services solutions.

Do client presentations, due diligence and transition activities in new infrastructure engagements (where required)

Translate business and system needs into technical system solutions.

Acts as Subject Matter Expert providing direction and guidance to technical teams working on various solution elements of a pursuit.

Responsible for assembling all required resources/skills to develop technical proposal.

Assists in opportunity qualification and risk assessment.

Experience:

Demonstrated experience at a senior level in Infrastructure Management, Operations, or Technology Consulting with a minimum of 5 years' experience as an Cloud and Infrastructure sales person in one of the following areas: Datacentre Technologies including converged technologies and cloud, Voice and Data Networks or End user technologies.

Public cloud experience is an added advantage

Must be a Subject matter expert in one or more Infrastructure discipline (e.g. Networking, Datacentre design, Storage, etc.).

Experience in a senior level role in Infrastructure Management / Operations or Infrastructure

Engineering or have lead a solutions / delivery team for an Infrastructure service Provider will be an added advantage.

Must demonstrate an in-depth understanding of various Infrastructure technologies and project management practices and be able to articulate the key tenets of various technology options.

Demonstrated broad expertise in the core Infrastructure technology area (Systems management / Operations / Database Management / Network Management, Datacentre, converged systems).

Demonstrated broad experience in technical solution development of complex outsourcing Infrastructure engagements.

Demonstrates a deep understanding of at least one core Infrastructure domain as well as core industry and technological trends.

Infosys is an equal opportunity employer and encourages applications from suitably qualified and eligible candidates regardless of gender or other attribute covered by equal opportunity legislation.

At Infosys, we recognize that everyone has individual requirements.

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