

Australia Jobs Expertini®

Client Partner, Products

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Company: Cognizant

Location: Australia

Category: other-general

Role: Client Partner, Products

Industry Coverage: Products (Retail, Consumer Goods, Travel & Hospitality)

Geographic Coverage: Australia

Location: Sydney, Australia

In Asia Pacific & Japan (APJ), Cognizant has strong presence in key growth markets like Australia, Singapore, Malaysia, India, Japan, China, Hong Kong and New Zealand. It has grown rapidly in these regions and is now poised for exponential growth. We are now seeking the leaders with a trail blazing track record of growth to fuel this growth story.

Overview of Role

Cognizant Australia and New Zealand (ANZ) which is part of Cognizant APJ, is one of the largest BUs in the region. As part of our growth plans, Cognizant ANZ is seeking a **Client Partner, Products** to manage and grow exponentially a significant part of its portfolio across Retail, Consumer Goods, Travel & Hospitality in the Australia market. In this role, the Client Partner will balance business development and sales responsibilities including identifying, qualifying and closing new business opportunities. The role will also require working with and leveraging a top-notch client management and consulting team. The individual will be responsible for managing high quality delivery while developing strategies and tactics for further penetrating the account and cross selling Cognizant's emerging services. The Client Partner will act as a "trusted advisor" to clients and have a mix of strategic and tactical management experience.

Duties & Responsibilities

The Client Partner will be accountable for the business growth of the portfolio with existing and new clients.

Build/leverage relationships with CEOs and CxOs to help acquire & grow business in large accounts/portfolios.

Strategize and create a blueprint for increased mindshare and wallet share in respective market segment/portfolios

Responsible for strategic planning for the portfolio driving customer satisfaction.

Actively participate in business planning / budgeting exercises & provide a view to senior management

Responsible for high-level relationship management with clients and serve as the primary management contact and client liaison.

Generate leads and aggressively pursue them to closure

Actively manage pipeline & ensure healthy deals in pipeline

Recruit & manage a team of account managers & coach them to facilitate development & successful implementation of account mining / penetration strategies

Represent Cognizant in Industry forums/conferences/speaker/panel sessions etc.

P&L management for respective portfolio

Experience & Skills

Seasoned business development professional with a trail blazing track record in acquiring new business.

Thorough domain knowledge with awareness/expertise in latest digital innovations in the industry/domain.

Possess an interest and passion towards engaging senior level executives in transformation solutions through a consultative selling approach.

Strategic thinking and the confidence and ability to plan ahead and stay the course

Proven track record of winning large deals & winning new logos

Strong negotiation skills & ability to make deals happen

Willingness to travel extensively within the market

Must be able to navigate a large organization, work in a multi-dimensional matrix and have the power of persuasion through content and confidence

Excellent communication and facilitation skills.

Ability to work with multi-cultural and geographically distributed teams. Should be a team person and able to lead different teams to a common goal.

#LI-WUN

Employee Status : Full Time Employee

Shift : Day Job

Job Posting : Mar 31 2024

About Cognizant

Cognizant (Nasdaq-100: CTSH) is one of the world's leading professional services companies, transforming clients' business, operating and technology models for the digital era. Our unique industry-based, consultative approach helps clients envision, build and run more innovative and efficient businesses. Headquartered in the U.S., Cognizant is ranked 185 on the Fortune 500 and is consistently listed among the most admired companies in the world. Learn how Cognizant helps clients lead with digital at www.cognizant.com or follow us @Cognizant.

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