

## Job Description

<b>Company</b>	Course5 Intelligence
<b>Position Title</b>	Client Partner (Hi-Tech)
<b>Reporting to</b>	Vice President
<b>Schedule</b>	Full-Time
<b>Work Location</b>	USA (Remote)

### OVERVIEW

#### Course5 Intelligence

We enable organizations to make the most effective strategic and tactical moves relating to their customers, markets, and competition at the rapid pace that the digital business world demands. Founded in 2000, our business areas include Applied AI, Big Data Analytics, Digital Transformation and Analytics. Rapid advances in Artificial Intelligence and Machine Learning technology have enabled us to create disruptive technologies and accelerators under our Course5 Intelligence suites that combine analytics, digital, and research solutions to provide significant and long-term value to our clients. More information can be found at [www.course5i.com](http://www.course5i.com)

#### Global Offices

United States | United Kingdom | United Arab of Emirates | India | Singapore

#### Job Summary:

Lead the strategic account onto next level via use of Analytics, Technology and Artificial Intelligence

#### Job Responsibilities:

- Lead one of the key strategic clients within the Hi-Tech vertical
- **Building a strong trust with the client** stakeholders and being the Point of contact for Course5
- **Bring in consultative based** selling to drive adoption & consumption of analytics
- **Work closely with Sr. client stakeholders** in identifying new opportunities for Course5
- Ability to build solutions working with Course5 delivery team and understanding client requirements
- Ability to transform / break down clients requirements into smaller problems for ease of solve
- Learn about client's business challenges, technologies and their needs.
- Ability to assess the client's needs.
- Setup growth frameworks to drive account management, and establishing Course5 as a strategic partner towards long term relationship

## Requirements & Qualifications:

- 8-10 + years of experience in consultative selling and working with Sr. client stakeholders
- Analytics / Technology consulting experience
- Strong Problem solving & communication
- Hi-Tech Vertical experience preferred.
- Business oriented, creative and innovative mindset
- Learning & Can Do attitude
- Confidence and maturity to work with Sr. stakeholders.
- Bachelors or Masters Preferred

**Course5** is proud to be an equal opportunity employer. We are committed to equal employment opportunity regardless of race, color, religion, sex, sexual orientation, age, marital status, disability, gender identity, etc. If you have a disability or special need that requires accommodation, please keep us informed about the same at the hiring stages for us to factor necessary accommodations.

