

GCC ADVISORY SALES HUNTER & RAINMAKER – EUROPE

GCC Advisory | Enterprise Sales | Business Development | Europe

Location: India / Europe

Primary Market: UK, Germany, Netherlands, Switzerland, Nordics, France & Benelux

Experience: 12–20+ years

Function: GCC Advisory / Enterprise Sales / Business Development

Market: European Enterprises Establishing & Expanding GCCs in India

ABOUT THE ROLE

We are looking for a high-impact **GCC Sales Hunter, Advisory Seller & Rainmaker** who can originate and win business from European companies looking to establish, expand, transform or scale Global Capability Centers (GCCs) in India.

This is a strategic new-business role requiring a combination of: **GCC Advisory + CXO Selling + New Logo Hunting + European Market Relationships + Consultative Selling + Revenue Ownership.**

The successful candidate will identify organizations at the early stages of their India/GCC journey, engage senior decision-makers, shape the GCC business case and convert strategic conversations into advisory and implementation engagements.

THE CORE MANDATE

IDENTIFY → ENGAGE → ADVISE → SHAPE → WIN

The individual will:

Identify European companies considering India

→ Identify the GCC trigger

→ Access the CXO

→ Create the strategic conversation

→ Advise on the GCC journey

→ Position the right solution

→ Close the engagement.

KEY RESPONSIBILITIES

1. GCC Sales Hunting – Europe

Build a pipeline of European companies that are:

- Evaluating India for a GCC
- Planning a new India GCC
- Expanding an existing GCC
- Transforming an existing captive center
- Looking to establish technology / engineering operations in India
- Building AI / Data / Cloud capabilities
- Creating global delivery capabilities
- Looking to optimize technology costs

- Moving from third-party outsourcing to captive operations
- Consolidating global technology operations
- Establishing product engineering or R&D capabilities in India

Own the **new-logo sales agenda** across the European market.

www.meldx.in

Apply – hr@meldx.in