

Job Code: M0028

LEADER – GCC NEW LOGO HUNTING

Enterprise Sales | New Business Development | GCC / Captive Ecosystem

ROLE OVERVIEW

This role is responsible for identifying and originating new-logo opportunities with global enterprises establishing or expanding Global Capability Centers (GCCs) in India, engaging target organisations well ahead of formal procurement cycles.

KEY RESPONSIBILITIES

- Identify global enterprises establishing or expanding GCCs in India.
- Build a target account universe across BFSI, Healthcare, Manufacturing, Retail, Technology, Life Sciences and other strategic sectors.
- Track early indicators such as:
 - New India entity registrations
 - GCC leadership appointments
 - Technology leadership hiring
 - Large-scale technology hiring
 - New office / facility announcements
 - Funding / M&A activity
 - Digital transformation initiatives
 - Captive-to-GCC transformation
 - GCC expansion into new technology functions
- Develop relationships before the formal RFP / RFI stage.
- Create new-logo opportunities from greenfield GCC initiatives.

IDEAL CANDIDATE PROFILE

Experience

- 8–15 years of experience in Enterprise Software / IT Services / Digital Engineering sales.
- Proven experience in new-logo acquisition / hunting.
- Experience selling to large global enterprises.
- Strong exposure to GCCs / Captives / GBS organisations in India.
- Demonstrated ability to originate and close complex enterprise deals.