



## **ABOUT KAROMI**

Karomi is a leading Enterprise SaaS provider. Our flagship ManageArtworks platform enables 4000+ leading Global and Indian brands to reach markets faster with our end-to-end packaging & artwork management system while achieving 100% compliance. We offer everything to get your artwork projects going and manage every step of the packaging and artwork process.

**Position** : Business Solutions Manager

**Location** : Chennai

**Experience** : 7-10 Years

## **Roles and Responsibilities**

- Review, analyse, and scope out customer business requirements and logic and create requirement documents
- Ensure that the requirement documents are always up to date w.r.t the customized application instances
- Manage and oversee a team of Business Analysts to ensure accurate scoping and requirement gathering
- Responsible for presales strategy and overseeing the creation and deployment of POCs (Proof of Concept)
- Manage and oversee the Presales team to ensure they set up demo instances of our platform
- Conduct product trainings to maintain high product knowledge in the team
- Prepare presentations about our products or services with their value propositions for our internal sales teams

## **Requirements**

- Academic background - BE/BTech/MCA, MSc (IT/CS) preferred
- Should have worked in Technical Presales. Experience in SaaS preferred
- 2+ years in team management
- Experience working with customers across diverse geographies is preferred

**Website:** [www.karomi.com](http://www.karomi.com) and [www.manageartworks.com](http://www.manageartworks.com)