

Senior Manager/ GM- Brand Protection Operations

RESPONSIBILITIES

Brand Protection Operations for IP Violations, Investigations, Managing Field Operations, Handling Teams, Liaisoning with Enforcement Agencies. Professional with 10+ years of experience and aptitude for field operations. Experience in Investigations, Law, Product Distribution Network, Supply Chain Management will be an added advantage. Ideally should have experience of creating and managing field teams.

KEY TASKS

- Managing and controlling operations of the field teams
- Field visits to monitor and manage performance of the team
- Liaison with police department and other enforcement agencies
- Monitor the daily operations at all Levels
- Preparing MIS reports to be sent to the CEO
- Preparing final deliverables/ Reports for the clients
- Manage the KPIs and continuously look at improving process quality

KEY SKILLS

- Ability to lead and motivate the field teams
- Strategy development and Implementation
- Problem solving and decision making
- Coaching & People management
- Excellent written and verbal communication

QUALIFICATIONS

MBA (Tier 1, 2 B Schools) and 10+ years of experience.

Assistant Manager- Brand Protection Operations and Field Investigation

RESPONSIBILITIES

Brand Protection Operations for IP Violations, Investigations, Managing Field Operations, Handling Teams, Liaisoning with Enforcement Agencies. Professional with 3+ years of experience and aptitude for field operations. Experience in Investigations, Law, Product Distribution Network, Supply Chain Management will be an added advantage. Candidate should have good understanding of different distribution channels/ Law/ Investigations and should have good exposure of the field operations.

KEY TASKS

- Daily field visits and ensuring final deliverables of the team
- Managing and monitoring the field operations
- Assisting in management of operations of the field teams
- Liaison with the top management and the field teams
- Managing and controlling operations of the field teams
- Monitor the daily operations at all Levels

KEY SKILLS

- Ability to manage the performance of the field teams
- Problem solving and decision making
- Coaching & People management
- Good written and verbal communication

QUALIFICATIONS

MBA (Tier 2 B Schools) and 3+ years of experience.

Manager Sales/ BD- Employment Screening, Due Diligence, Education and Brand Protection

KPIs

- Identifying and evaluating potential business opportunities
- Execution of Business Development initiatives.
- Conduct of Meetings with prospective clients.
- Target based successful finalization of contracts.
- Relationship Management and Client Satisfaction.

KEY SKILLS

- Client Relationship Management
- Professional attitude and service orientation
- Excellent written and verbal communication skills

QUALIFICATIONS

MBA- Marketing (3-5 years of experience in sales)