



White Globe

White Globe is a leading Language Service Provider offering Translation & Localisation services in more than 300 Foreign and Indian Languages. These services are mainly used by MNC Companies who do business in multiple languages or Indian Multinationals with Global presence. In a short span of two years White Globe is already servicing more than **2000 clients** across the globe including several **Fortune 500** Companies. In the last two years, White Globe has won several Industry leading accolades like ***“The Company of the Year 2018 by Silicon India”, “The Most Admired Language Service Provider in India, 2018 by Insight Success and the CEO of the Year 2019 by Business Connect.***

White Globe services are backed by advanced technology and an innovative knowledge centre. The services are delivered maintaining very high level of Quality by a team of highly competent project managers and delivery professional. White Globe offers a dynamic work environment to encourage innovative thinking and honing one’s leadership skills

White Globe offers a dynamic work environment to encourage innovative thinking and honing one’s leadership skills. To meet its growing business needs, White Globe is looking for young, dynamic and enthusiastic Customer Database Managers to contribute in generating potential contacts to generate leads for the company. The incumbent would be part of the Sales and Marketing Team and would be responsible for doing research on various channels, databases and resources to identify potential contacts and relevant details which would help the company in generating leads. Currently, the company has identified 40 Industry Verticals which is likely to go up. In addition, the company is doing business in more than 25 locations in India and intends to expand globally.

Please visit: www.whiteglobe.co.in

POSITION DESCRIPTION SUMMARY

Function: **Sales & Marketing**

Location : Mumbai

Position Title: Customer Database Manager

Reporting To: Sales and Marketing Head

I) Position Summary

Key Objective / Purpose of the Job:

The incumbent would be responsible for:

- a. *Doing Secondary/Primary Search on various platforms, internet and various other resources including but not limited to search engines like google, yahoo search, and other sources like Zauba corp, Bloomberg, linkedin, Zoom Info, lusha, hunter etc to identify the potential contacts for the company in the desired format with all the details*
- b. *Providing all the details in the desire format to the sales team*
- c. *Meet the productivity matrix for the assigned job*



II) Person Specification:	
<i>a) Essential Qualifications:</i>	<ul style="list-style-type: none"> ◆ Graduate
<i>b) Requisite Skills:</i>	
<ul style="list-style-type: none"> ➤ <i>Technical</i> 	<ul style="list-style-type: none"> ◆ Good Relationship Management skills ◆ Good Presentation & Analytical skills ◆ Excellent Collaboration and Communication skills ◆ Good skills in MS Office Suite
<ul style="list-style-type: none"> ➤ <i>Behavioral</i> 	<ul style="list-style-type: none"> ◆ Ability to handle high pressure situations ◆ Attention to detail ◆ Ability to adhere to strict timelines ◆ Ability to maintain company image and effectively manage customer expectations ◆ Demonstrated Agility ◆ Ability to persistently Follow-up ◆ Pleasing Personality
<i>c) Work Experience</i>	<ul style="list-style-type: none"> ◆ Should have worked in a Service Industry. ◆ 2-3 years' experience in similar role, preferably in the Service Industry