



Job Title: Associate Director (s) (full time; multiple openings), Job Code – CT56

Work Experience Required: 2 years

Location: Princeton, New Jersey and various unanticipated locations throughout the U.S

Duties:

- Help sell CitiusTech’s complex technology products and services.
- Identify potential new clients in the healthcare industry and nurture relationships with CitiusTech’s current clients in the industry.
- Collaborate with technical teams to identify growth opportunities within client accounts.
- Build and execute account strategy for revenue growth.
- Develop and manage robust sales pipelines.
- Conduct technical presentations with new and existing clients to highlight CitiusTech’s products and services.
- Create new business opportunities through consultative selling and joint sales activities.
- Coordinate with technical teams to modify technical products and services to meet client or project needs.
- Partner with C-Level executives within client accounts to facilitate project definition and requirement gathering for delivery teams.
- Ensure alignment of dependencies across delivery teams.
- Oversee human and technical resource utilization to minimize costs.

Must have a Master’s Degree (or foreign equivalent) in Engineering (any), Computer Science, or related field, plus two years of IT experience. The two years of experience must include experience with Agile, SAFe, and Selenium. In lieu of the above education and experience requirements, we will accept a Bachelor’s Degree (or foreign equivalent) in Engineering (any), Computer Science, or related field, plus five years of progressive post-bachelor’s IT experience. Two of the five years must include experience with Agile, SAFe, and Selenium. Any suitable combination of education, training, or experience is acceptable. All experience may be acquired concurrently. Travel and relocation required, to be reimbursed by employer. Incidental telecommuting permitted. EOE M/F/D/V.

Please apply by forwarding resumes to CitiusTech Inc. at us_jobs@citiustech.com. Please indicate the reference code(s) with respect to your position of interest in your communication. REF: CT56