Job Title   : Senior Sales Manager
Location   : Mumbai (Hybrid Work Model)
Job Type   : Full-time Employee
Experience   : 10+ years
Company name   : PibyThree Consulting Pvt Ltd.
Company Website: http://pibythree.com

About Us:
Пby3 is A Cloud Transformation Company enabling Enterprises for Future. We are nimble, and highly dynamic focused team with a passion to serve our clients with utmost trust and ownership. Our expertise in Technology with vast experience over the years helps client get Solutions with optimized cost and reduced risks.

Job Summary:
We are looking for a seasoned sales leader to develop and execute a sales strategy that drives revenue growth, expands our customer base, and strengthens our market position in the US. The successful candidate will have a proven track record of success in sales leadership, a deep understanding of the Domestic market, and a strong network of contacts in the technology industry.

Key Responsibilities:
➢ Develop and Execute Sales Strategy: Create and implement a comprehensive sales strategy that aligns with our business objectives, identifies new business opportunities, and expands our existing customer base.
➢ Lead and Manage Sales Team: Build, lead, and manage a high-performing sales team, providing guidance, coaching, and development opportunities to ensure sales targets are met or exceeded.
➢ Build and Maintain Relationships: Establish and maintain strong relationships with key decision-makers at major accounts, identifying new business opportunities and driving revenue growth.
➢ Identify and Pursue New Business Opportunities: Continuously identify and pursue new business opportunities, leveraging industry trends, market analysis, and customer feedback to inform sales strategies.
➢ Collaborate with Cross-Functional Teams: Work closely with cross-functional teams, including marketing, product, and customer success, to ensure alignment and effective execution of sales strategies.
➢ Develop and Manage Sales Forecasts: Develop and manage accurate sales forecasts, providing regular updates to senior management and stakeholders.
➢ Stay Up-to-Date with Industry Trends: Stay current with industry trends, competitor activity, and market developments, applying this knowledge to inform sales strategies and drive business growth.

Requirements:
➢ Minimum 10+ years of sales leadership experience in the technology industry, with a focus on Cloud, Gen AI, and Data Analytics solutions.
➢ Proven track record of success in driving revenue growth, expanding customer bases, and leading high-performing sales teams.
➢ Deep understanding of the Domestic market and a strong network of contacts in the technology industry.
➢ Excellent communication, leadership, and interpersonal skills, with the ability to build and maintain strong relationships with customers, colleagues, and stakeholders.
➢ Strong strategic thinking and problem-solving skills, with the ability to analyze complex business problems and develop effective solutions.
➢ Bachelor's degree in Business Administration, Computer Science, or a related field; MBA or advanced degree preferred.