Required MBA or equivalent business education
Experience working with founder-led or scaling IT companies
Exposure to enterprise sales cycles and strategic accounts
Background in consultative or solution-based selling
13+ years of experience in IT services / software development sales
Proven track record of closing high-value deals
Experience selling services such as Mobile Apps, Web Platforms, AI/ML, Cloud, Data
Strong understanding of global markets (US, Europe, APAC preferred)
Excellent leadership, negotiation, and communication skills
Data-driven mindset with strong forecasting and CRM discipline
Own and drive overall sales targets (quarterly & annual) across geographies
Build and execute GTM strategies for Mobile, Web, AI/ML, Data, and Digital Transformation services
Identify new revenue streams, verticals, and strategic accounts
Forecast revenue accurately and ensure pipeline hygiene
Design scalable sales processes, playbooks, and KPIs
Lead enterprise deal closures (mid-market to large accounts)
Drive account-based selling and long-term client partnerships
Collaborate closely with marketing on demand generation and positioning
Build, mentor, and scale high-performing sales managers and ICs
Set clear goals, review performance, and create accountability
Create a strong sales culture focused on ownership, quality, and consistency
Track market trends, competitor movements, and pricing strategies
Provide insights to leadership for service innovation and positioning
Actively contribute to strategic planning and business reviews