

# Sales Director - Boston, MA (GD3101)

## MA Boston

### Description

We are looking for high-energy professionals with sound business acumen and natural sales instincts for the Sales Director role in our expanding sales team. This position is a great opportunity to join an innovative and fast growing IT engineering services company and make an impact. You will be expected to support lead generation activities in Fortune 1000 companies lead by the marketing and pre-sales teams; and drive the closure of these leads through different lifecycle stages of the sales process. You will also be expected to farm the accounts to grow them to multi million dollar relationships with focus on selling and managing high-value technology solutions and consulting services. These solutions and services will include Digital transformations, Cloud engineering, Cloud Ops / Devops, Big Data, AI / ML for large retailers, financial services, Insurance, CPG & manufacturing companies in the US.

### Responsibilities:

Specific functions of this role include:

- Support lead generation of marketing and pre-sales team (marketing campaigns, email campaigns, Social media campaigns and any other relevant strategies) for new business within a defined account base and/or geography;
- Qualification of opportunities;
- Creation and submission of proposals in collaboration with pre-sales team
- Contract negotiations
- Relationship building
- Manage assigned key accounts to meet and exceed specified revenue and profitability targets
- Create account plan & strategies to meet goals
- Track account performance & provide revenue forecast for assigned accounts
- Develop new revenue streams within assigned key accounts

### Requirements:

- 7-15 years of experience in software engineering industry with at least 7 years in business development roles
- Strong experience in Financial Services or Insurance industry is mandatory
- Experience in selling IT services in the areas of Digital transformations, Cloud engineering, Cloud Ops / Devops, Big Data, AI / ML
- Owning the whole sales cycle, individual contributor
- Hands-on experience with proposal creation and leading proposal presentations

- Position requires excellent communication, leadership, people management, and problem-solving skills.
- Proven track record of managing and growing large multi