

Sales Director - NY, NY (GD1616)

NY New York

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 multimillion-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 and engineering industry with at least 5 years in business development roles
- Experience in selling IT services in the areas of Digital transformations, Cloud engineering, Cloud Ops / DevOps, Big Data, AI / ML
- Strong experience in Financial Services industry is preferred
- 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 multimillion-dollar relationships
- Strong network of Senior Executives from Fortune 1000 Companies