

POSITION- Sales Head – IT / Networking / Software / Project Sales

Location: Bhubaneswar (Manage PAN India)

Experience: 8–15 Years

Industry: IT Services / Networking / Software / System Integration

Job Summary

We are looking for an experienced **Sales Head** to lead and grow our IT, Networking, Software, and Project Sales business. The role involves driving revenue growth, managing key accounts, leading the sales team, and handling end-to-end enterprise and project-based sales.

Key Responsibilities

- Develop and execute sales strategies to achieve revenue and growth targets
- Lead, manage, and motivate the sales and business development teams
- Drive IT infrastructure, networking, software, cloud, cybersecurity, and project sales
- Identify new business opportunities and strategic accounts
- Handle enterprise, government, and large project sales (RFP/RFQ/Tenders)
- Build and maintain strong relationships with key customers and partners
- Lead pricing, negotiations, and contract closures
- Coordinate with presales, technical, and project teams for solution delivery
- Monitor sales pipeline, forecasts, and performance metrics
- Track market trends, competition, and emerging technologies

Required Skills & Qualifications

- Proven experience in IT / Networking / Software / Project Sales
- Strong leadership and team management skills
- Excellent communication, negotiation, and presentation abilities

- Experience in government & enterprise and solution-based selling
- Knowledge of networking, IT infrastructure, software, and managed services
- Ability to handle high-value and long sales cycles

Education

- Any Graduate/Bachelor's degree in Engineering, IT, Business, or related field
- MBA (Sales / Marketing) preferred

What We Offer

- Competitive salary as per Industry Standard and performance-based incentives
- Leadership role with growth opportunities
- Exposure to large enterprises and strategic projects