



Sales – digital and engineering services

Titles are indicative and will be aligned with the experience of candidates

Telecom and media verticals

Position	Summary	Location	Apply or refer
Sales Director / AVP– ISV and platform enabled sectors	<p>This with a growing platform engineering company with revenue of \$50 – 75 million. The company is rapidly growing in the USA and looking to expand its sales footprint in the hi-tech sector and PES offerings. It is looking for an entrepreneurial salesperson who will front-end this effort. The organization will support sales efforts through active lead generation / events / networking events. Offerings include Software engineering, Cloud development, Devops, software testing, and UI/UX.</p> <p>Required experience - Successful track record of winning new business & clients for platform development services – digital, platform development, validation and sustenance. Demonstrated ability to engage with prospects in consultative conversations to understand and outline product and IP creation journey and solutions. Having built a new territory / region, with limited handholding. A history of success with similar size firms (\$50 – 300 mil), building their presence in new markets/prospects. KRA’s will be order booking and revenue. Compensation will be a competitive base and a generous incentive plan.</p>	US tech hub location	To check fitment Click here