

Job Title: Field Sales Executive

Location: PibyThree India Pvt Ltd Location: Mahape, Navi Mumbai/ Pune

About Us:

PibyThree (πby3) is a Global Cloud Transformation company enabling Enterprises for Future. Founded in 2022 by three seasoned technology leaders with backgrounds from Accenture, we are a nimble and highly dynamic team with a passion to serve our clients with utmost trust and ownership. Our expertise spans Cloud Transformation, Cloud FinOps, IT Automation, Application Modernization, and Data & Analytics. We serve key sectors including Energy, Retail, Finance, Insurance, and Pharma with platform-neutral, future-ready solutions.

Position Overview

We are seeking an aggressive, results-driven Field Sales Executive to spearhead new business development in the Mumbai and Pune domestic markets. This is a pure "hunting" role focused on identifying, prospecting, and closing new enterprise accounts. The ideal candidate will have a proven track record of selling complex IT services and solutions, with the ability to engage C-level executives and navigate sophisticated sales cycles.

Key Responsibilities

Business Development & New Client Acquisition

- Identify and pursue new business opportunities within the Mumbai and Pune enterprise markets
- Build and maintain a robust pipeline of qualified prospects through cold calling, networking, referrals, and strategic prospecting
- Achieve and exceed monthly and quarterly sales targets for new logo acquisition
- Conduct comprehensive market research to identify potential clients and industry trends

Client Engagement & Relationship Building

- Engage with C-level executives (CIOs, CTOs, CDOs, CFOs) and key decision-makers in target accounts
- Understand client business challenges and map PibyThree's solutions to their strategic needs
- Conduct discovery meetings, needs assessments, and solution presentations

- Build strong, consultative relationships that position PibyThree as a trusted technology partner

Solution Selling & Proposal Development

Present PibyThree's comprehensive service portfolio including:

- Cloud Transformation & Cloud Consulting (AWS, Azure, GCP)
 - Cloud FinOps & Cost Optimization
 - Data Analytics & Data Engineering
 - IT Automation (Ansible, Kubernetes, OpenShift)
 - Application Migration & Modernization
 - Generative AI & AI/ML Solutions
 - Snowflake, Databricks, Azure Data Factory implementations
- Collaborate with technical teams to develop compelling proposals and RFP responses
 - Articulate value propositions and ROI to justify investment decisions

Sales Cycle Management

- Own the entire sales cycle from prospecting to contract closure
- Negotiate commercial terms, pricing, and contractual agreements
- Maintain accurate forecasting and pipeline management in CRM systems
- Provide regular sales reports and market intelligence to management

Required Qualifications

Education & Experience

- Bachelor's degree in Business, Technology, Engineering, or related field (MBA preferred)
- 5-8 years of proven B2B IT services sales experience in field/hunting roles
- Demonstrated track record of consistently meeting or exceeding sales quotas
- Experience selling to enterprise accounts with deal sizes of ₹50 lakhs and above

Skills & Competencies

- Deep understanding of IT services landscape including Cloud, Data, AI/ML, and Automation
- Strong consultative selling and solution-oriented approach
- Excellent communication, presentation, and negotiation skills

- Ability to understand complex technical solutions and translate them into business value
- Self-motivated, resilient, and comfortable working independently
- Proficiency in CRM tools (Salesforce, HubSpot, or similar)

PREFERRED QUALIFICATIONS

- Existing network of contacts within Mumbai/Pune enterprise community
- Experience selling Cloud Transformation, Data Analytics, or FinOps solutions
- Knowledge of BFSI, Retail, Energy, Pharma, or Manufacturing industries
- Prior experience with startups or rapidly growing technology companies
- Certifications in AWS, Azure, Salesforce, or related technologies

What We Offer

- Competitive base salary with aggressive commission structure
- Uncapped earning potential based on performance
- Opportunity to work with cutting-edge technologies (Cloud, AI/ML, GenAI)
- Collaborative culture with direct access to technical experts and leadership
- Professional development and learning opportunities
- Flexibility and autonomy in managing your territory
- Chance to be part of a high-growth company founded by industry veterans

TRAVEL REQUIREMENTS

Extensive travel required within Mumbai and Pune territories (approximately 60-80% travel). Occasional travel to client sites in other locations or company offices may be required.

Reporting Structure

This position reports to Sales Head/CXO

Direct reports: Lead Generation Analysts