

Role: Sales Head – US East Coast

Company: πBy3

Location: US East Coast

Minimum Experience: 10+ Years

About Us

We are a Cloud Transformation company enabling enterprises for the future. At πby3, we value ownership, trust, and agility — and we're building teams that support both people and business excellence.

Job Description

Role Overview:

The **Sales Head – US East Coast** will be responsible for regional sales strategy, pipeline development, enterprise account acquisition, and revenue delivery. This is a strategic leadership role suited for a highly driven, consultative sales professional who can open doors, lead complex solution sales cycles, and build long-term client partnerships.

Key Responsibilities

1. Sales & Revenue Leadership

- Develop and execute the sales strategy for the East Coast region.
- Own quarterly and annual revenue targets.
- Build a strong pipeline across enterprise and upper mid-market clients.

2. Enterprise Account Acquisition

- Identify, engage, and close high-value opportunities across BFSI, Healthcare, Retail, Technology, Energy, and Manufacturing.
- Lead consultative sales cycles for AI, Data, Cloud, and Digital Engineering services.
- Deliver compelling pitches, proposals, and value-based presentations.

3. Client Relationship Management

- Build strong executive-level relationships (CIO, CDO, CTO, VP Engineering, C-Suite).
- Act as the regional face of πBy3 for all client engagements.
- Collaborate with delivery teams to ensure client success and drive upsell opportunities.

4. Market & Partner Ecosystem Development

- Build channel and ecosystem relationships (Microsoft, AWS, GCP, Snowflake, Databricks, consulting partners).
- Track market trends, competition, and emerging opportunities.

5. Leadership & Collaboration

- Work with global leadership on GTM, marketing, and service offerings.
 - Mentor and potentially hire sales/business development team members as the region grows.
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Qualifications Required

- 10+ years of experience in enterprise B2B technology sales.
- Proven track record selling AI/ML, Data, Cloud, or Digital Engineering services.
- Strong network across the U.S. East Coast enterprise market.
- Experience with long sales cycles and high-value deals.
- Excellent communication, executive presence, and negotiation skills.
- Ability to work independently, remotely, and in a fast-scaling environment.