

**Job Title:** Head Sales

**Company:** Pibythree (πby3) Consulting Services Pvt Ltd

**Location:** Navi Mumbai

**Experience:** 15Years

**Employment Type:** Full-Time

### **About Us :**

Pibythree (πby3) is a technology consulting and digital transformation company specializing in Cloud, Data Engineering, AI/ML, Generative AI, DevOps, Cybersecurity, and Enterprise Modernization. We help organizations accelerate innovation by delivering cutting-edge technology solutions across multiple industries.

### **Role Overview**

We are looking for a motivated Field Sales Executive to drive new business and grow revenue for our Cloud, Data, AI/ML, Generative AI, DevOps, and Digital Transformation services. The role involves meeting enterprise customers, building relationships with CXOs and IT decision-makers, understanding business needs, and managing the sales cycle from lead generation to closure across Mumbai and Navi Mumbai.

### **Key Responsibilities**

- Generate **new business opportunities** through **field sales**, networking, referrals, and cold calling.
- Meet **enterprise clients** to understand their **Cloud, Data, AI/ML, GenAI, and Digital Transformation** requirements.
- Build strong relationships with **CXOs, IT Heads, and key decision-makers**.
- Present and promote **Cloud, Data Engineering, AI/ML, GenAI, DevOps, and Managed Services** solutions.
- Prepare **proposals, commercial quotations, and RFP/RFI responses**.
- Manage the **end-to-end sales cycle** from **lead generation** to **deal closure**.
- Maintain **CRM**, sales pipeline, revenue forecasts, and achieve **sales targets**.
- Represent the company at **client meetings, technology events, and networking forums**.

### **Required Skills & Qualifications**

- **15 years of B2B IT Services Sales** experience.
- Proven experience selling **Cloud (AWS/Azure/GCP), Data Engineering, AI/ML, GenAI, DevOps, Cloud Migration, or Digital Transformation** solutions.
- Strong experience in **Enterprise Sales** and engaging with **CXOs, IT Heads, and Mid-market/Enterprise customers**.
- Excellent **communication, presentation, negotiation, and relationship management** skills.
- Self-driven, **target-oriented**, and comfortable with **field sales and frequent client visits**.

