



Position: IT Services Sales Executive
Experience: 5+ Years
Location: Gurgaon
Industry: IT Services & Consulting
Employment Type: Full-Time, Permanent

About the Role

Advantal Technologies is seeking a dynamic and results-driven **IT Services Sales Executive** with a proven track record in selling IT infrastructure, managed services, software development, cybersecurity, or system integration solutions. The ideal candidate should have a strong technical understanding of enterprise IT environments and demonstrate consistent success in business acquisition and account growth across mid-to-large enterprises.

Key Responsibilities

- Identify, qualify, and pursue new business opportunities in IT services (infrastructure, networking, managed services, cybersecurity, cloud, and software solutions).
- Build and maintain strong relationships with CXOs, IT Heads, procurement teams, and strategic partners.
- Prepare and present customized proposals, technical quotations, and commercial offers aligned with client needs.
- Collaborate with presales and technical teams to design optimal solutions and conduct demos or proof-of-concept (PoC) sessions.
- Achieve and exceed assigned sales targets and revenue goals.
- Maintain accurate sales forecasts, pipelines, and CRM records.
- Stay updated with industry trends, competitor activities, and emerging technologies.
- Participate in RFP/RFQ responses and lead end-to-end proposal submission efforts.
- Coordinate with OEM partners, distributors, and system integrators to deliver value-driven solutions.
- Represent the organization at industry events, exhibitions, and client meetings.

How to Apply

Interested candidates can share their resumes at **hr@advantal.net**

Contact: 9131295441