

Job Opening: IT Enterprise Sales Manager

Industry: IT Services & Consulting

Location: Bengaluru/Chennai

Experience: 7+ Years

Employment Type: Full-Time | Permanent

Notice Period: 0–15 Days (Immediate Joiners Preferred)

About the Role

Advantal Technologies is looking for a dynamic and result-oriented **IT Enterprise Sales Manager** with a strong background in enterprise IT sales. The ideal candidate will have a proven track record in selling **IT infrastructure, managed services, software development, cybersecurity, cloud solutions, and system integration services** to mid-to-large enterprises.

This role demands strong technical understanding, consultative selling skills, and the ability to drive business growth through strategic account acquisition and management.

Key Responsibilities

- Identify, qualify, and close new business opportunities across IT services including infrastructure, networking, managed services, cybersecurity, cloud, and software solutions.
- Build and nurture strong relationships with CXOs, IT Heads, procurement teams, and key stakeholders.
- Prepare and present customized proposals, technical solutions, and commercial quotations aligned with client requirements.
- Collaborate with presales and technical teams to design optimal solutions, conduct demos, and manage PoC engagements.
- Achieve and exceed assigned sales targets and revenue objectives.
- Maintain accurate sales pipelines, forecasts, and CRM records.
- Participate in RFP/RFQ processes and lead end-to-end proposal submissions.
- Coordinate with OEM partners, distributors, and system integrators to deliver value-driven solutions.
- Stay updated on market trends, competitor activities, and emerging technologies.
- Represent Advantal Technologies at industry events, exhibitions, and client meetings.

Required Skills & Qualifications

- 7+ years of experience in enterprise IT sales or solution sales.
- Strong understanding of IT infrastructure, managed services, cloud, cybersecurity, and software development.
- Proven experience in handling mid-to-large enterprise accounts.
- Excellent communication, negotiation, and stakeholder management skills.
- Ability to work independently and drive business growth.
- Experience working with OEMs, channel partners, and system integrators is a plus.

How to Apply:

 **Email:** hr@advantal.net,  **Contact:** 9131295441