

Job Description – Regional Sales (Metro Cities)

Position Overview

We are hiring experienced Sales Leaders to drive enterprise business growth across metro cities in India. The role involves managing enterprise accounts, generating new business opportunities, and driving sales for data availability, backup, archival, disaster recovery, and cloud data management solutions.

The organization is a niche technology solutions company focused on ensuring real-time data availability, restoration assurance, business continuity, and enterprise data protection solutions for customers across India and global markets.

Key Responsibilities

- Drive regional sales strategy and revenue growth
 - Manage and grow enterprise/key customer accounts
 - Identify new business opportunities and expand market presence
 - Handle end-to-end enterprise sales cycle
 - Achieve sales targets and business objectives
 - Work closely with pre-sales and technical teams
 - Build strong relationships with enterprise customers and channel partners
 - Represent the organization at customer meetings and industry events
-

Desired Candidate Profile

- Bachelor's/Master's degree in Business, Marketing, or related field
 - 8–12 years of enterprise B2B sales experience
 - Experience in backup, archival, cloud, storage, infrastructure, or data management solutions preferred
 - Strong enterprise account management and networking skills
-

Preferred Technology Exposure

- Data Backup & Recovery
 - Archival Solutions
 - Cloud Data Management
 - Disaster Recovery & Business Continuity
 - Enterprise Storage & Infrastructure
 - Data Availability Solutions
-

Required Skills

- Enterprise sales & business development
 - Negotiation & relationship management
 - Strategic selling
 - Communication & presentation
 - Client engagement
 - Result-oriented approach
-

Location

- Pan India – Metro Cities