

IHUB ANUBHUTI-IIITD FOUNDATION

(A Section 8 Company Promoted by IIIT-Delhi)

Adv. No.: iHub-Anubhuti/2023/Hiring/27

Date: 13/11/2023

Advertisement inviting applications for the ‘Technology Sales Leader (Sales Director)’

IHUB ANUBHUTI-IIITD FOUNDATION (iHub-Anubhuti), is a Section-8, Not for-profit Company at Indraprastha Institute of Information Technology Delhi (IIIT-Delhi) under the National Mission on Interdisciplinary Cyber Physical Systems (NM-ICPS) of the Government of India. It is a Technology Innovation Hub supported by Department of Science and Technology (DST), Govt. of India. iHub Anubhuti has been set up to create a collaboration between industries, academic institutions, and government agencies to innovate and develop data-driven cognitive computing solutions.

iHub Anubhuti is a hub of Research, Entrepreneurship, and Innovation in the area of Cognitive Computing & Social Sensing.

iHub Anubhuti is looking to hire an individual for the Technology Sales Leader (Sales Director) position and invites applications for the same.

Job Title: Technology Sales Leader (Sales Director)

No. of post: One (01)

About the Job Role:

We are looking to hire a Technology Sales Leader (Sales Director) with at least 8+ years of experience in selling IT services and solutions to Government, Public Sector Enterprises, and private sector clients. The role involves developing business relationships with new clients, making sales visits, responding to RFPs, making sales presentations, and meeting annual sales goals of INR 2-4 Crores. If you're comfortable with consultative selling approaches, like meeting prospects, enjoy working on challenging sales opportunities, and are not discouraged with sales rejections - we'd like to meet you.

Job responsibilities include, but are not limited to the following:

- Sell IT Services, consulting, technology IP and licenses to Government, Public & Private Sector clients.
- Conduct sales visits and presentations to pitch products, services, consulting, technology with clients.
- Respond to Requests for Proposals (RFPs) and Request for Quotes (RFQs)
- Negotiate sales, discounts, and long-term contracts with clients.
- Assesses client IT needs and makes recommendations, including IT products and services.
- Develop and expand a portfolio of government, public sector and corporate clients by networking and marketing.
- Become fluent in all products and services offered by iHub Anubhuti through, technology demonstrations, and research.

Skill Sets, Knowledge, and Experience:

- 8+ years of experience in selling IT Services and Solutions
- Experience of selling to Government and Public Sector Clients
- Proven expertise in achieving INR 2-4 Crore sales per financial year.
- Bachelor's or master's degree in Sales, Marketing, Business Administration
- Consultative selling, responding to RFPs, presenting technical demos and pre-sales engagements.

Necessary traits:

1. Attention to Detail
2. Proactive, positive, and self-organized
3. Able to communicate ideas clearly and concisely
4. Ability to work under pressure
5. Excellent professional and work ethics.
6. Collaborative Team Player
7. Deep sense of accountability & ownership
8. Comfortable in hybrid mode of working.

Compensation, Tenure, and other details:

The consolidated salary will be in the range of 15 lakhs – 18 lakhs annually depending on experience & performance linked bonus. Initial period of appointment will be 6 months from date of joining, extendable based on performance. The employment to the above post will be purely temporary and ad-hoc.

Other benefits:

1. Positive and Professional work environment and culture
2. 30 days of Paid Leaves
3. Flexibility to work remotely
4. Paid Sick Leave
5. On Campus cafeteria, gym, yoga, swimming pool and other sports facilities.

General Instructions:

1. iHub-Anubhuti reserves the right to restrict the number of candidates for the further recruitment process to a reasonable limit, based on qualification and experience, etc.
2. iHub-Anubhuti also reserves the right of rejecting any or all the applications without assigning any reasons thereof.
3. Eligibility of a candidate to the post will not automatically mean that he/she will be allowed to be shortlisted and called for further recruitment process. No request in this regard will be entertained for review etc.
4. The selected candidate will be expected to join within a month from the date of Offer of Appointment.

How to Apply:

Interested candidate may apply on [application form](#). This is a rolling advertisement until the specific the position is filled. Only shortlisted candidates shall be called for the further recruitment process. Decision of the management for the shortlisting and selection will be final.