

Job Description

Position: Enterprise Sales Manager

Location

Bangalore (India), Singapore, Dubai (UAE), US

Reports To

Regional Vice President Sales / Regional Sales Director

About iSteer

iSteer is a global technology services and consulting organization helping enterprises accelerate digital transformation through Enterprise Integration, Automation, Data & AI, Cloud, Product Engineering, and Managed Services. With a presence across North America, APAC, the Middle East, and India, iSteer partners with leading enterprises to solve complex business challenges through innovative technology solutions.

Role Overview

The Enterprise Sales Manager is responsible for driving new business acquisition and expanding iSteer's presence within assigned markets and industry segments. This is a quota-carrying, customer-facing role focused on identifying, developing, and closing opportunities with mid-market and enterprise organizations.

The role requires a consultative sales professional capable of engaging senior business and technology stakeholders, understanding transformation priorities, and positioning iSteer's capabilities across integration, automation, cloud, data, AI, and digital engineering services.

The successful candidate will build a qualified pipeline, manage complex sales cycles, and consistently achieve revenue targets through proactive market engagement and strategic opportunity development.

Key Responsibilities

Business Development & New Logo Acquisition

- Identify, qualify, and pursue new business opportunities within assigned territories and target accounts.
- Develop and execute account acquisition strategies aligned with regional growth objectives.
- Generate and maintain a healthy pipeline of qualified opportunities.
- Build relationships with key decision-makers across business and technology functions.
- Drive end-to-end sales activities from prospecting through contract closure.

Enterprise Sales Execution

- Lead complex consultative sales engagements involving multiple stakeholders.
- Understand customer business challenges and align iSteer's solutions accordingly.
- Develop and present compelling value propositions, business cases, and solution recommendations.
- Coordinate with internal stakeholders to create winning proposals and responses.
- Manage commercial discussions, negotiations, and contract closures.

Market Development

- Build strong market awareness within assigned industries and accounts.
- Maintain an understanding of market trends, competitive positioning, and emerging technologies.
- Represent iSteer at industry events, conferences, and customer meetings.
- Develop strategic relationships that contribute to long-term business growth.

Internal Collaboration

- Work closely with Practice Directors, Solutions Architects, Delivery Leaders, and Alliance Managers.
- Ensure smooth transition from sales to delivery upon deal closure.
- Contribute market intelligence and customer feedback to support solution development and go-to-market initiatives.

Forecasting & Pipeline Management

- Maintain accurate CRM records and opportunity updates.
- Provide regular sales forecasts and pipeline reports.
- Manage sales activities in accordance with established sales governance processes.
- Ensure forecast reliability and opportunity qualification discipline.

Desired Experience

- 8–15 years of enterprise sales experience within IT Services, Digital Engineering, Technology Consulting, Cloud Services, or Enterprise Software environments.
- Demonstrated success in acquiring and managing enterprise customers.
- Experience selling one or more of the following:
 - Enterprise Integration
 - Cloud Services
 - Data & Analytics
 - Artificial Intelligence
 - Enterprise Automation
 - Product Engineering
 - Managed Services
 - Digital Transformation Services
- Proven track record of meeting or exceeding revenue targets.
- Experience managing complex sales cycles involving multiple stakeholders.
- Strong understanding of consultative and solution-selling methodologies.

Preferred Industry Background

Technology services and Technology consulting organizations will be highly Preferred

Key Competencies

Commercial Acumen

Ability to identify customer needs and convert opportunities into revenue.

Enterprise Relationship Management

Ability to engage and influence CXOs, technology leaders, and business stakeholders.

Consultative Selling

Ability to understand business challenges and position technology solutions effectively.

Negotiation & Deal Closure

Ability to manage commercial discussions and close complex opportunities.

Strategic Thinking

Ability to build account strategies and long-term customer engagement plans.

Communication & Executive Presence

Ability to confidently engage senior leadership and represent iSteer in customer-facing situations.

Success Measures

The Enterprise Sales Manager will be evaluated on:

- New logo acquisition
- Revenue achievement against assigned targets
- Qualified pipeline generation
- Opportunity conversion rates
- Forecast accuracy
- Strategic account development
- Customer relationship quality
- Contribution to regional growth objectives

Why Join iSteer

- Opportunity to work with a globally growing technology services organization.
- Exposure to enterprise customers across multiple geographies and industries.
- Access to a broad portfolio spanning Integration, Automation, Data & AI, Cloud, and Product Engineering.
- Collaborative environment with strong technical and delivery capabilities.
- Ability to directly influence business growth and market expansion.