

Software Sales Manager

Location: Mumbai

Experience: 8–12 years

Industry: IT System Integration / Software Solutions Sales

Employment Type: Full-time

Job Summary:

We are seeking an experienced Software Sales Manager to drive revenue growth by selling enterprise software solutions and services to customers. The ideal candidate will have strong experience in B2B sales, account management, and consultative selling, particularly within system integration, cloud computing, cybersecurity, ERP, or other enterprise software domains.

Key Responsibilities:

Sales & Business Development

- Identify, qualify, and close new business opportunities for software solutions and services.
- Develop and execute sales strategies to achieve revenue targets.
- Build and maintain relationships with key decision-makers and stakeholders in enterprises.

Account & Relationship Management

- Manage existing accounts and drive upsell/cross-sell opportunities.
- Ensure high customer satisfaction through effective engagement and relationship management.

Solution Selling

- Understand customer needs and recommend suitable software solutions.
- Work with technical teams to design and present customized solutions.
- Conduct product demos, presentations, and proof-of-concepts (PoCs).

Market Research & Strategy

- Keep up with industry trends, competitor activities, and emerging technologies.
- Provide insights and recommendations to enhance sales strategies.

Collaboration & Reporting

- Work closely with pre-sales, marketing, and delivery teams to ensure customer success.
- Maintain CRM records, sales forecasts, and pipeline reports.

Qualifications & Skills:

- 8–12 years of software sales experience in system integration, IT solutions, or enterprise software.
- Bachelor's degree in Business, IT, Engineering, or a related field (MBA is a plus).
- Proven track record of meeting or exceeding sales targets.
- Strong knowledge of cloud solutions, cybersecurity, ERP, AI, Internet of Things (IoT), or related software domains.
- Excellent communication, negotiation, and presentation skills.
- Ability to work independently and manage multiple accounts.
- Familiarity with CRM tools (Salesforce, HubSpot, etc.) and sales methodologies.
- A technical background or understanding of system integration solutions is a plus.

Preferred Qualifications:

- Experience selling to enterprise clients, large corporations or similar.
- Understanding of software licensing models, SaaS, and managed services.