

mindX360

<https://staging.mindx360.com/job/sales-manager/>

Sales Manager – IT Projects

Description

At mindX360, we help enterprises accelerate their digital transformation through Enterprise Integration, Salesforce, and modern IT solutions. As we continue to grow, we're looking for a results-driven Sales Manager to lead high-value IT project sales and expand our enterprise customer footprint.

Location: Mumbai
Experience: 8+ Years

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As a Sales Manager – IT Projects, you will own the end-to-end sales cycle, working closely with solution and delivery teams to close strategic, high-impact deals and build long-term client relationships.

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- Define and execute sales strategies for Enterprise Integration & Salesforce solutions
- Drive prospecting, lead generation, and pipeline growth
- Deliver compelling sales presentations and lead negotiations
- Understand client challenges and propose tailored digital solutions
- Collaborate with solution teams on proposals, demos & POCs
- Ensure smooth handover to delivery teams post-deal closure

Responsibilities

- 8+ years of IT sales experience with proven deal closures
- Strong B2B background in IT consulting / system integration / services
- Understanding of IT delivery models & technologies (MuleSoft preferred)
- Excellent communication, negotiation & stakeholder management skills
- Target-driven, consultative, and solution-oriented mindset

Qualifications

- Experience in cloud, security, or digital transformation projects
- Exposure to enterprise clients in Banking, Retail, or similar verticals

Job Benefits

- High-growth digital transformation company
- Opportunity to sell enterprise solutions
- Collaborative culture with strong technical teams
- Career growth with impact-driven sales ownership

Contacts

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Share your profile at careers@mindx360.com or reach out to learn more.
Join mindX360 and help enterprises transform through technology.

Employment Type

Full-time

Industry

IT

Job Location

Mumbai, India

Date posted

May 18, 2026