mindX360

https://mindx360.com/job/sales-manager/

Sales Manager – IT Projects

Employment Type
Full-time

Industry
IT

Job Location
Mumbai, India

Date posted
May 18, 2026

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

??????? ??????????????

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.

?????? ??????????????????????????????

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

??????????????????????

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