

Senior Sales Manager - ESG & Sustainability Solutions

Company Overview

A climate-tech company that provides an AI-powered platform for carbon accounting and ESG reporting. The platform helps companies measure, track, and reduce emissions, stay compliant with ESG standards, and make sustainability decisions easier. It serves businesses across industries, simplifying ESG reporting and driving real impact.

About the Role

We are seeking a high-performing Senior Sales Manager to drive growth in sustainability and ESG solutions across sectors. You will own the full sales cycle – from prospecting to closure, onboarding, and expansion – while engaging with C-suite and board-level stakeholders. This role is ideal for a target-driven professional with experience in complex B2B deals, consultative selling, and ESG solutions.

Key Responsibilities

1. Revenue & Enterprise Growth

- Own quarterly and annual revenue targets for ESG platforms and advisory offerings.
- Lead multi-stakeholder B2B sales cycles with mid-market and enterprise clients.
- Build and maintain a strong, forecastable pipeline aligned with growth goals.

2. Client & Market Development

- Expand across industries (Pharma, BFSI, Energy, Manufacturing, Tech, Real Estate, etc.) and regions.
- Acquire new logos and grow existing accounts through cross-sell/upsell.
- Conduct discovery to understand client ESG maturity and deliver tailored solutions.

3. ESG Expertise & Thought Leadership

- Maintain knowledge of ESG frameworks and standards (GRI, SASB/ISSB, TCFD, CDP, SBTi, SEBI BRSR, EU CSRD, etc.).
- Translate ESG trends into ROI-driven narratives for clients.
- Build visibility through ESG forums, networks, and industry events.

4. Team Leadership & Sales Enablement

- Mentor junior sales managers and SDRs to achieve targets.
- Support institutionalization of scalable sales processes, playbooks, and GTM motions.
- Guide deals, demos, proposals, and negotiations.

Experience Requirement

- 10-15 years of B2B/enterprise sales experience (SaaS + consulting/solutions preferred)
- Proven track record of consistently achieving revenue targets
- Experience selling to CXO/board-level stakeholders
- Expertise in consultative selling, multi-year enterprise contracts, and value-based pricing
- Cross-industry selling experience
- Strong pipeline management, forecasting, and CRM discipline
- Excellent communication, negotiation, and storytelling skills

Preferred / Nice-to-Have

- Prior experience selling ESG or sustainability solutions (platforms, audits, advisory, carbon accounting, risk/compliance)
- Existing network in ESG and sustainability communities
- Exposure to international ESG regulations or global clients
- Experience with channel/partnership models in ESG ecosystem

Senior Enterprise Sales-ESG

Screening Questions

- (1) Do you have full-cycle enterprise sales experience selling SaaS or ESG/sustainability solutions to CXO-level stakeholders?
- (2) Have you sold solutions across multiple industries, including any ESG platform or sustainability-led offerings? Mention the sectors you've covered.
- (3) How familiar are you with key ESG frameworks (GRI, ISSB/SASB, TCFD, BRSR, CSRD)?