

Head - Enterprise Sales - Global IT Company

Description: Head – Enterprise Sales – Global IT Company

Location: Mumbai Experience: 18+ years Role Type: Permanent

Compensation: Compensation will not be a constraint for the right candidate.

Role Overview:

The organisation is seeking a Head of Sales to lead enterprise sales for its digital procurement platform across GCC and global markets.

While the role is centered on procurement technology, the organisation is open to strong enterprise- solution sellers from any vertical – including ERP, SaaS, cloud, automation, digital transformation platforms, or enterprise software. Procurement-specific experience is not mandatory.

The key requirement is demonstrated experience in:

- Selling complex enterprise technology solutions
- Navigating multi-stakeholder CXO-level sales cycles
- Building and scaling high-performance sales teams
- Driving growth across GCC or international markets

Key Responsibilities:

1. Sales Strategy & Leadership

- Own and drive the sales strategy for the organisation's procurement platform across GCC and global markets.
- Architect and execute revenue plans, sales targets, and market expansion initiatives.
- Lead, coach, and scale a high-performing enterprise sales team.
- Build a predictable, metrics-driven sales organisation with strong governance and reporting.

2. Market Expansion & Partnerships

- Expand the organisation's footprint across industries including Manufacturing, FMCG, Government, Semi-Government, BFSI, Retail, and more.
- Identify new markets and segments for procurement transformation and digital adoption.
- Build alliances with system integrators, consulting firms, and enterprise technology partners.
- Represent the organisation at CXO forums, procurement events, digital transformation summits, and GCC industry platforms.

3. Enterprise Sales Execution

- Lead complex enterprise sales cycles involving CIOs, CFOs, COOs, CDOs, CHROs, and business leaders.
- Position the procurement platform as a strategic enabler of digital transformation.
- Oversee proposal development, solution positioning, pricing, and negotiations.
- Ensure high-quality deal closures and collaborate with Delivery and Customer Success on onboarding and adoption.

4. Cross-Functional Collaboration

- Work closely with Product, Technology, Marketing, and Delivery teams to align roadmaps with market needs.
- Translate customer insights into product enhancements and GTM initiatives.
- Create region-specific marketing campaigns, thought leadership, and sales collateral.
- Maintain accurate pipeline visibility, forecasting, CRM hygiene, and business reporting.

5. Leadership & Culture Building

- Establish a culture of performance, accountability, and continuous improvement.

- Implement sales enablement, skill development, and structured coaching practices.
- Foster a high-energy, entrepreneurial, and customer-centric environment.

Experience & Background:

- 18+ years in B2B enterprise sales, with 12+ years in leadership roles.

Proven success selling enterprise solutions such as:

- ERP systems
- SaaS platforms
- Cloud & digital transformation solutions
- Automation / workflow/ AI-enabled products
Procurement-tech (preferred)
- Experience selling to CXOs and senior decision-makers across industries.
- Track record of leading regional/global sales teams and driving consistent revenue growth.
- Prior GCC sales experience strongly preferred.

Skills & Competencies:

- Strong strategic thinking with a commercial, execution-first mindset.
- Excellent communication, negotiation, and executive presence.
- Ability to navigate complex enterprise buying cycles across functions.
- High adaptability to cross-cultural and cross-border environments.
- Skilled in CRM tools (Salesforce preferred) and enterprise sales methodologies.

Industry & Relationship Requirements:

- Procurement relationships will be an added advantage.
- Strong networks across CXO communities (CIO, CFO, COO, CDO, CHRO, Business Leaders).
- Exposure to digital transformation, enterprise software, or SaaS-led solutions.
- Understanding of government/semi-government contracting in GCC is an advantage, not a requirement.

Education:

- MBA or equivalent postgraduate qualification preferred.

Travel Requirements:

- 40 to 50% travel across GCC and global regions.
- Valid passport and ability to secure global business visas.

Accounting & Finance – Managed Services Delivery

Screening Questions

- (1) How many years of experience do you have in leading large-scale Finance & Accounting operations, including FP&A and transactional finance?
- (2) Have you personally led any major ERP implementations (SAP, Oracle, or D365)? If yes, please specify which ones and your role.
- (3) Have you built or managed Finance Centers of Excellence (CoEs) or automation-led finance delivery teams (RPA/AI/ML)? Please give one example.
- (4) Have you designed and managed multi-country and multi-client FP&A service delivery, including advanced forecasting, financial modeling, and standardised automation libraries?