

Job Description

Locations:

- Hyderabad, India
- UAE

We are a growing and profitable B2B technology and AI services startup, with offices in Hyderabad, India and the UAE, looking for a hands-on Sales Director who has strong experience in closing mid-market and enterprise deals and can drive predictable revenue growth.

This role is meant for a proven deal closer — someone who has personally led complex sales cycles and successfully closed high-value B2B technology and services engagements.

What You Will Do

- Personally lead and close mid-market and enterprise B2B deals (custom software, AI, and technology services)
- Drive pricing strategy, negotiations, and final commercial terms
- Take ownership of late-stage opportunities and push them to closure
- Improve proposal quality, deal positioning, and overall win rates
- Reduce sales cycle time through strong qualification and objection handling
- Mentor the sales team specifically on deal-closing skills and techniques
- Partner with leadership on strategic and repeat client accounts

What This Role Is Not

- Not a lead generation or cold-calling role
- Not a marketing or CRM-heavy role
- Not an advisory-only position

What We're Looking For

- 12+ years of experience in B2B tech, software, or IT services sales
- Demonstrated experience in personally closing mid-market and enterprise deals, including \$100k+ engagements
- Strong expertise in pricing defense, negotiation, and procurement handling
- Experience working in growing startups or fast-scaling companies
- Comfortable engaging with CXOs, procurement, and legal teams
- High ownership mindset with a strong closure orientation

Why Join Us

- Be part of a fast-growing global startup with operations in India and the UAE
- High ownership and direct impact on revenue growth
- Competitive compensation with strong closure-linked incentives

- Opportunity to grow into a senior revenue leadership role

How to Apply

Please send your resume to eti.careers@ekshvaku.com along with a brief note highlighting key deals you have personally closed.