|  |  |
| --- | --- |
| Job Code: JC\_SLS\_001 | Job Title: Sales Leader/AVP |
| Function: Sales & Business Development | Location: Bangalore |
| Number of Positions : 2 |

**About Altiux Innovations**

Altiux Innovations is an early-stage Bangalore-based end-to-end Product engineering, OPD and Innovation services company for Industrial, Telecom, Mobile & Wireless, Consumer Electronics and Healthcare verticals. We specialize in building next-gen products, solutions, platforms and IP in emerging technology areas including M2M, Analytics, Smart Devices & Cloud Media, Mobility Solutions and Industrial/UI/Ux Design. We aid large MNCs as well as start-ups in joint IP development, proto-typing, New Product Introduction, concept development, art-to-part, validation, cost-out, product re-engineering and emerging market focused solutions.

Altiux is founded in 2013 by senior leaders with several decades of experience in product engineering for Fortune 100 MNCs and startups. Altiux is funded by BitChemy Ventures, technology incubation arm of a $1B group with presence across 10 countries and 8 industry sectors.

**Role Brief**

We are looking for seasoned sales leaders to be a part of the core management team. Role offers opportunity to be a key part of a challenging, dynamic, high-growth environment and define business development and sales strategy for niche, next-generation IP and solutions along with company founders. We have 2 openings with specific focus on North America/Europe and APAC markets. Compensation, incentive and benefits package would be competitive for the right candidate.

**Responsibilities**

* Senior leadership role with ownership of BD/Sales for specific geography/customer markets with direct reporting to company CEO
* Build ground-up sales/go-to market strategy for high-value IP solutions & services
* Analyze market activity and industry trends to provide forecasts based on which to develop the company’s goals and strategies
* Work with company leadership in defining sales targets, establish and execute a plan to successfully achieve the same
* Identify, evaluate and purse new customer opportunities across verticals for responsible customer markets
* Coordinate with R&D and engineering groups in building prototypes, reference platforms and solutions based on identified business opportunities
* Steer RFP, RFQ and bid management activities for multiple new and existing customer engagements
* Define innovative engagement and commercial models in alignment with needs and goals of customers and company
* Negotiate & close customer contracts and requirements
* Build & establish customer relationships and serve as Account Manager for key customer accounts
* Steer customer outreach programs and spearhead participation in industry events along with marketing team
* Identify and drive strategic partnerships with system integrators, suppliers, industry bodies & other ecosystem entities
* Develop sales and business development teams in target markets over time

**Requirements**

* 10+ years of hands-on and leadership experience in new market/customer development in product engineering services domain
* Ability to strategize and define go-to-market along with company leadership
* Should have managed customer wins for $10M+ deal sizes
* Experience in selling high value solutions and IP licensing, risk/reward, outcome-based revenue models
* Experience in one or more of the following verticals is mandatory - Industrial, Healthcare, Telecom, Mobile & Wireless, Consumer Electronics
* Prior experience in business development and hands-on sales in one or more of the following markets – North America, UK, Europe, APAC, Middle East/Africa
* Strong selling and negotiation skills
* Ability to engage at CXO level
* MBA from a good b-school with an engineering background would be an added advantage