



About Us

Myelin Foundry (www.myelinfoundry.com) is a deep tech product start-up transforming industry outcomes by building Artificial Intelligence algorithms on video, voice, and sensor data, for edge devices.

Job Description

Job Title: Head of Sales

Reporting to: Chief Commercial Officer

Salary: Competitive

Location: Bangalore

Job Purpose

We are looking for a Head of sales to join our organization. The responsibilities of the Head of Sales include overseeing the daily sales activities, meeting with major clients, writing sales reports, designing effective sales strategies, and marketing company products and services.

To be successful as a Head of sales, you should have good leadership skills and the ability to drive the company to success. Ultimately, a top-notch Head of sales should have an in-depth knowledge of the market and competitive products and have excellent customer service, interpersonal, and communication skills.

The ideal candidate will be responsible for architecting a sales strategy and building out a team of Account Executives. The person should be excited by selling into new markets, negotiating complex deals, and beating the competition in head-to-head opportunities. The candidate should be able to deliver in an agile startup environment.

Skills and Qualification

- 15+ years of relevant sales experience, dealing with major customer accounts each of value greater than \$1MM
- Good understanding of Artificial Intelligence, IoT/Sensors Technologies/Solutions. Should have the ability to drive Sales of Complex Technology products/solutions.
- Possess extensive knowledge of sales principles and practices, and an ability to coach others on them
- Strong analytical and quantitative skills; ability to use hard data and metrics to back up assumptions, recommendations, and drive actions
- Proven ability to influence cross-functional teams
- Strength in problem solving, issue-resolution, ability to work in a deadline-driven work environment, attention to detail, and ability to multitask
- Strong leadership and team building skills

Responsibilities

- Own all plans and strategies for achieving the company's sales goals.
- Identify and execute improvements in sales plans and strategies to achieve sales goals. Provide detailed sales forecasts.
- Work with the marketing department to enhance Myelin product-market fit and maximize brand recognition.
- Recruit sales staff and develop sales training programs.
- Manage sales teams and maintain sales operations.
- Set quarterly and annual sales goals and motivate the sales teams to achieve their goals.
- Monitor the market and competitors to inform Myelin's strategy.
- Review customer activity, anticipate consumer needs, and improve customer satisfaction.
- Create sales reports for review at board meetings.
- Establish and maintain key customer relationships.
- Evangelize the product and personally help close largest deals.
- Work collaboratively across teams - including Engineering, Product and Marketing.

Contact

HR Team

Myelin Foundry

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