

**Job Title: Account Manager – Strategic Sales**

**Location:** Hyderabad, Coimbatore & Chennai

**Company:** Ninth Dimension IT Solutions Pvt Ltd

**Job Type:** Full-time

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## About Us

Established in **2010** and headquartered in **Bangalore**, Ninth Dimension operates across **PAN India**, helping organizations build resilient, scalable, and future-ready IT environments. Our focus lies in delivering **end-to-end technology solutions** that align with business objectives, enhance performance, and drive innovation.

With deep partnerships with global technology leaders and a strong focus on customer-centricity, we pride ourselves on being a trusted partner to large enterprises across industries. As part of our growth journey, we are looking for a highly driven and experienced **Account Manager – Enterprise Sales** to strengthen our presence in the Hyderabad & Chennai markets.

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## Job Summary

The **Account Manager – Strategic Sales** will be a key member of our sales organization, reporting directly to the **Director-Sales**. The role demands a **strategic, consultative, and entrepreneurial mindset** to acquire new enterprise customers, expand relationships with existing accounts, and consistently drive revenue growth.

The ideal candidate will be a **seasoned sales professional** with proven expertise in **enterprise IT solutions and account farming strategies**.

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## Key Responsibilities

### Sales Ownership & Quota Achievement

- Own and achieve revenue targets (quota) for enterprise accounts in the assigned territory (Hyderabad/Chennai).
- Develop and execute sales strategies that focus on **both acquisition of new customers and farming of existing enterprise accounts**.
- Drive solution-based selling by understanding customer challenges and positioning Ninth Dimension's solutions effectively.

### Strategic Account Planning

- Build comprehensive account plans for named accounts, focusing on **long-term partnerships and growth opportunities**.
- Identify white-space opportunities and develop tailored solutions with principals and internal teams.
- Lead CXO-level conversations and establish Ninth Dimension as a trusted advisor.

### Forecasting & Reporting

- Maintain a **healthy and predictable sales pipeline** through disciplined prospecting and account management.
- Provide **accurate forecasts** and business reports on a regular basis.
- Leverage CRM and sales tools to track performance and opportunities effectively.

## Networking & Market Development

- Build and sustain strong professional networks across the IT ecosystem, including **Principal Vendors, Partners, and Enterprise customers**.
- Represent Ninth Dimension at industry events, conferences, and customer forums to enhance brand visibility.
- Leverage regional connections to **unlock new business opportunities**.

## Collaboration & Teamwork

- Work closely with **technology principals** (Nutanix, HP, Dell, etc.) to co-create solutions and drive joint GTM initiatives.
- Collaborate with **internal technical pre-sales and delivery teams** to ensure seamless solution design and customer success.
- Act as a **mentor and role model** for junior sales professionals in the team.

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## Qualifications & Experience

- **Education:**
  - Bachelor's degree in Engineering, Business Administration, Information Technology, or related field.
  - MBA preferred (not mandatory but advantageous).
- **Experience:**
  - 8–10 years of proven **IT solutions sales experience** in the Hyderabad/Chennai region.
  - **Minimum 3-5 years of direct experience selling of (Server, Storage, Backup, Virtualization, Converged & Hyper-converged, Networking & Security, Cloud & GenAI).**
  - Demonstrated success in managing and growing **enterprise accounts**.

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## Key Skills & Expertise

### Enterprise Account Management

- Proven ability to **develop and sustain executive-level relationships** within enterprise accounts.
- Strong understanding of enterprise buying cycles, procurement processes, and stakeholder management.

### Technology & Solution Knowledge

- Deep knowledge of:
  - **Server, Data Storage & Backup solutions.**
  - **Virtualization & Cloud Technologies.**
  - **Converged & Hyper-Converged Solutions** (Nutanix, HP, Dell VxRail).
- Ability to **articulate business value** and ROI of IT solutions to both technical and business stakeholders.

## Professional & Interpersonal Skills

- Strong **business acumen, planning, and analytical abilities.**
- Excellent **presentation, communication, and negotiation skills.**
- Ability to engage and influence **CXOs and senior decision-makers.**
- Entrepreneurial, self-motivated, and able to **thrive in a high-growth, fast-paced environment.**

## Other Requirements

- Willingness to **travel extensively** within the assigned territory.
- Consistent track record of **exceeding sales targets and performance metrics.**

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## What We Offer

- Opportunity to work with a **fast-growing IT solutions company** backed by strong technology partnerships.
- A **dynamic and entrepreneurial work culture** that values innovation, ownership, and collaboration.
- Competitive **compensation structure** with performance-based incentives and Bonuses
- Access to cutting-edge technology solutions and training from global leaders.
- Career growth opportunities for high-performing professionals.

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## How to Apply

Interested candidates are invited to submit their **resume** to the following Email id **hr@9thdimension.co.in**