

Job Description – Cloud Sales Manager

Location: Hyderabad, India

Experience: 7–8+ years (Cloud Solutions & Services Sales)

Employment Type: Full-Time

Company: Ninth Dimension IT Solutions Pvt. Ltd.

About Ninth Dimension IT Solutions

Ninth Dimension IT Solutions is a deep-technology services and solutions company focused on Cloud, Data, AI/ML, and Generative AI. We help enterprises design, migrate, modernize, and optimize their digital platforms across AWS, Microsoft Azure, Google Cloud, and Hybrid environments, with a strong emphasis on security, governance, scalability, and business outcomes.

As part of our growth strategy, we are expanding our Cloud & GenAI business and are looking for an experienced Cloud Sales Manager to drive enterprise customer acquisition, account growth, and strategic cloud engagements.

Role Overview

The Cloud Sales Manager will be responsible for driving revenue growth by selling Cloud Solutions, Managed Services, Cloud Migration, Modernization, and emerging GenAI-enabled cloud offerings to mid-market and enterprise customers.

This role requires a strong mix of consultative selling, solution positioning, stakeholder management, and deal ownership, working closely with pre-sales, delivery, alliances, and leadership teams.

The role is based out of Hyderabad.

Key Responsibilities

1. Revenue Growth & Sales Ownership

- Own and drive end-to-end sales cycles for Cloud Solutions & Services, from lead qualification to deal closure.
- Achieve and exceed assigned quarterly and annual revenue targets.
- Build and maintain a healthy pipeline across Cloud Migration, Cloud Managed Services, Optimization, Security, and GenAI-on-Cloud solutions.
- Drive deal sizes ranging from mid-sized engagements to multi-crore enterprise deals.

2. Consultative & Solution-Led Selling

- Engage with customer stakeholders to understand business challenges, IT landscape, and cloud maturity.
- Position Ninth Dimension's cloud offerings as business outcome-driven solutions, not just technology services.

- Work with pre-sales and architects to craft tailored cloud proposals, solution architectures, and commercial models.
- Articulate value propositions around cost optimization, scalability, security, performance, and agility.

3. Account Management & Customer Relationships

- Build strong, trusted relationships with CXOs, CIOs, CTOs, Heads of IT, and Procurement teams.
- Act as the primary point of contact for assigned accounts.
- Drive account expansion, cross-sell, and upsell opportunities.
- Ensure high customer satisfaction and long-term account growth.

4. Cloud & Hyperscaler Ecosystem Engagement

- Work closely with AWS, Microsoft Azure, and Google Cloud partner teams.
- Participate in joint GTM motions, co-selling, and partner-led opportunities.
- Understand hyperscaler programs, incentives, and funding mechanisms.
- Support joint marketing initiatives, events, and customer workshops.

5. Sales Planning, Forecasting & Reporting

- Maintain accurate sales forecasts and pipeline updates in CRM.
- Track key sales metrics including pipeline velocity, win rates, deal size, and conversion ratios.
- Provide regular reports and insights to sales leadership.
- Contribute to territory planning and account prioritization.

6. Collaboration with Internal Teams

- Work closely with Pre-Sales, Delivery, Cloud Architects, GenAI teams, and Marketing.
- Ensure smooth handover from sales to delivery.
- Provide customer feedback to solution and leadership teams for continuous improvement.
- Support proposal development, RFP responses, and customer presentations.

Required Skills & Experience

- Minimum 7–8 years of experience in Cloud Solutions / IT Services Sales.
- Proven track record of selling Cloud Migration, Cloud Managed Services, Cloud Optimization, and Security solutions.
- Experience selling services on AWS, Azure, and/or Google Cloud.
- Exposure to selling Digital Transformation, Data, AI/ML, or GenAI solutions is a strong advantage.

Sales & Business Skills

- Strong consultative selling and account management skills.
- Ability to engage with senior business and technology stakeholders.
- Strong negotiation, deal structuring, and closing skills.
- Experience managing complex, multi-stakeholder sales cycles.

Technical & Domain Understanding

- Good understanding of:
- Cloud infrastructure & platforms
- Cloud migration & modernization
- Managed services & support models
- Security, compliance, and governance
- Cost optimization and FinOps concepts
- Ability to translate technical solutions into clear business value.

Communication & Presentation

- Excellent verbal and written communication skills.
- Strong presentation and storytelling ability.
- Comfortable presenting to CXOs and senior leadership.

Education

- Bachelor's degree in Engineering, Technology, or Business (MBA preferred).
- Relevant cloud certifications (AWS, Azure, GCP – Sales or Foundation level) are a plus.

What We Offer

- Opportunity to work in a high-growth Cloud & GenAI practice.
- Exposure to cutting-edge Cloud, AI, and Generative AI solutions.
- Collaborative, entrepreneurial work environment.
- Competitive compensation and performance-based incentives.
- Direct interaction with enterprise customers and hyperscaler partners.

Who Should Apply

- Cloud sales professionals looking to move beyond transactional selling.
- Candidates excited about Cloud + GenAI convergence.
- Self-driven individuals who can own accounts and build long-term customer relationships.