



ENTERPRISE SALES HUNTER – AUTOMOTIVE IT SERVICES

Location: India – Bengaluru / Pune / Chennai / Gurugram / Mumbai

Experience: 8–15 years

Function: Enterprise Sales / Business Development

Industry: Automotive / Mobility / Auto Components

Market: India & Global Automotive Accounts

ABOUT THE ROLE

We are looking for an **aggressive and consultative Enterprise Sales Hunter** with proven experience selling IT Services, Digital Engineering, Technology Consulting and Business Transformation solutions to Automotive clients.

The individual will be responsible for **new-logo hunting, CXO engagement, opportunity creation and revenue generation** across Automotive OEMs, Tier-1/Tier-2 suppliers and the broader mobility ecosystem.

This is a **pure hunting role** focused on opening new accounts and creating large, strategic IT services opportunities.

KEY RESPONSIBILITIES

1. New Logo Acquisition

- Identify and acquire new Automotive enterprise accounts.
- Build and maintain a target-account list of:
 - Automotive OEMs
 - EV manufacturers
 - Auto component manufacturers
 - Tier-1 / Tier-2 suppliers
 - Mobility companies
 - Automotive technology companies
 - Engineering & R&D organizations
- Develop account-entry strategies and penetrate white-space accounts.
- Generate opportunities through outbound prospecting, CXO networking, referrals, events and industry relationships.
- Own the complete sales cycle from prospecting to closure.