

ENTERPRISE SALES HUNTER – CHANGE MANAGEMENT & BUSINESS TRANSFORMATION CONSULTING

Location: India – Bengaluru / Mumbai / Delhi NCR / Hyderabad / Pune / Chennai

Experience: 8–15 years

Employment Type: Full-time

Function: Enterprise Sales / Business Development

Market: India – Large Enterprises, GCCs & Tier-1 Organizations

ABOUT THE ROLE

We are looking for a high-energy **Enterprise Sales Hunter** who can build and win new business for our Change Management, Business Transformation and Consulting Services portfolio.

The ideal candidate will have a strong track record of selling high-value consulting, transformation, organizational change, digital transformation or business advisory services to CXO-level stakeholders.

This is a **new-logo hunting role**. The individual will be responsible for identifying transformation opportunities, creating executive relationships, developing qualified opportunities and converting them into consulting engagements.

The role requires someone who understands that selling transformation is not about selling a commodity — it is about identifying a client's business problem, transformation agenda and change imperative, and positioning the right consulting solution.

KEY RESPONSIBILITIES

1. New Business Hunting

- Identify and acquire new enterprise customers across India.
- Build a strong target-account universe across large enterprises, conglomerates, BFSI, Manufacturing, Healthcare, Retail, Technology, Telecom, Energy and GCCs.
- Develop relationships with CXOs and transformation decision-makers.
- Generate opportunities through structured outbound prospecting, executive networking, industry events, referrals and strategic partnerships.
- Own the complete sales cycle from prospecting → discovery → qualification → solution positioning → proposal → negotiation → closure.

2. Sell Business Transformation & Change Management

Position and sell consulting offerings such as:

- Enterprise Change Management
- Organizational Change Management
- Business Transformation
- Digital Transformation Advisory
- Transformation Program Advisory
- Operating Model Transformation

- Organization Design & Transformation
- Workforce Transformation
- Leadership & Transformation Enablement
- Culture Transformation
- Transformation Communications
- Change Readiness & Impact Assessment
- Change Adoption & Training
- PMO / Transformation Office Consulting
- AI-led Business Transformation
- Technology Adoption & Change
- Post-Merger / Integration Change Management

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