

**Job Title:** IIoT Sales Manager

**Location:** Chennai (with travel across South India as required)

**Job type:** Full Time

**Experience Level:** 5+ years (B2B / Enterprise / Industrial Sales)

**Preferred Qualification:** BE, MBA

### **About the Role**

We are looking for a Senior Sales Manager to drive revenue growth for our Industrial IoT and Smart Factory solutions. The role involves owning the complete sales lifecycle—from lead generation and customer engagement to solution positioning, deal closure, and long-term account growth across manufacturing and industrial clients.

This role is ideal for someone who understands manufacturing environments, digital transformation, and technology-led sales.

### **Key Responsibilities**

#### **Sales & Business Development:**

- Drive end-to-end sales for Industrial IoT, Smart Factory, and digital transformation solutions
- Identify and develop new business opportunities in manufacturing, utilities, infrastructure, and industrial segments
- Build and manage a strong sales pipeline aligned with quarterly and annual targets
- Own large enterprise deals and strategic accounts

#### **Customer Engagement:**

- Engage with CXOs, Plant Heads, Operations Heads, and IT/OT teams
- Understand customer pain points and propose value-driven IoT solutions
- Lead product demos, proof-of-concepts (PoCs), and technical-commercial discussions
- Act as a trusted advisor to customers during their digital transformation journey

#### **Partner & Channel Management**

- Work with system integrators, OEMs, and technology partners
- Support partner-led sales initiatives and joint go-to-market strategies

#### **Market & Strategy**

- Track market trends, competitor offerings, and customer needs

- Provide feedback to product and engineering teams for roadmap enhancement
- Support pricing, proposals, RFP/RFQ responses, and contract negotiations

### **Team & Leadership**

- Mentor junior sales executives and support pre-sales teams
- Collaborate closely with delivery, product, and support teams to ensure customer success

### **Required Skills & Qualifications**

#### **Must-Have**

- Proven experience in **B2B solution sales**, preferably in **Industrial IoT, Automation, SaaS, ERP, or Manufacturing IT**
- Strong understanding of manufacturing processes, plant operations, or industrial environments
- Excellent communication, presentation, and negotiation skills
- Ability to manage long sales cycles and enterprise customers
- Experience handling high-value deals and strategic accounts

#### **Good to Have**

- Exposure to Smart Factory, Industry 4.0, MES, SCADA, Energy Monitoring, or Asset Monitoring
- Experience working with cloud platforms, data analytics, or OT systems
- Existing network within manufacturing, infrastructure, or industrial sectors

#### **Education**

- Bachelor's degree in Engineering, Technology, or Business
- MBA (Sales / Marketing) is a plus

#### **What We Offer**

- Opportunity to sell **cutting-edge Industrial IoT products**
- High-ownership role with direct impact on company growth
- Competitive salary + performance-based incentives
- Work with a strong engineering and product team
- Exposure to large manufacturing and enterprise clients

**How to Apply:** Interested candidates should send their resume, to [Hr@themaestro.in/](mailto:Hr@themaestro.in/) with the subject line “IIoT Sales Manager.”