

Datamotive is looking for a passionate, hard-working, and self-motivated **Product Sales Manager** to play a critical role in promoting and sales of our products to worldwide markets. Key to success for this position is a strong and resilient personality, a go-getter attitude, and perseverance.

Our rockstar candidate is a can-do individual who can carry sales numbers, leverage personal network to setup "foot in the door" conversation, make cold calls to prospective clients and most important be tenacious on follow up's. The candidate is a self-starter, is comfortable working remotely and autonomously and engage in conversations at Director, VP levels

What You Will Bring

- **The knowledge and experience.** You have an experience in sales under your belt, related to cloud migration, disaster recovery product sales and/or SaaS solutions. You can create and manage a pipeline, identify sales opportunities and act on them, and you understand what it takes to succeed in selling our products.
- **The passion.** You have an innate drive for prosperity and a passion that pushes you to take action in following up on leads to the point where they convert to sales. You are a self-starter that is always on the lookout for their next close, and the prospect of success motivates you to put your best foot forward every day.
- **The interpersonal skills.** You are a great collaborator, and you thrive in an environment where you constantly communicate with your colleagues and your clients. Social settings are where you are most comfortable, and where you can coordinate with your peers to achieve specific objectives, or constantly stay in touch with customers and prospects to establish a working relationship that is built on trust that you always deliver.

Qualifications

- MBA degree required.
- 3-5 years of experience in cloud technology sales
- Familiarity with hybrid cloud and software defined data center solutions
- Familiarity with public cloud technologies
- Exposure to entire sales process from cold calling, lead generation to closure.
- Good understanding of recovery scenarios (Disaster recovery and ransomware recovery) and cloud migration
- Able to leverage sales platforms to generate leads, cold calls and generate a pipeline
- Exposure to all aspects of the sales process (lead generation, prospecting, sales meetings, product demos, proofs of concept, proposals, negotiations, and account management)
- Exposure to cultivating pipeline through outbound prospecting and inbound leads

What's in it for you?

- **Impact.** Backed by our TEAM, Investors and Advisors, Datamotive is on the path to rapid growth. As we take our products to the market, your position will be vital as you play a crucial role in building our network of customers, forging new connections while gaining personal experience and responsibilities. As a key player in our company's success, the impact of your work will be felt as we grow in the market.
- **Career growth.** At Datamotive, we highly value the input made by each employee to help us achieve our company goals. To this end, we strive to ensure that everyone has access, and exposure to be up to date in the industry, to learn and improve their expertise. We ensure that each employee is given exposure to understanding the functional and technical elements of our products as well as other business functions. As your knowledge grows, so do the opportunities for advancement to more senior opportunities or into other areas of the business. We strive to be a company where you can truly chart out a career path for yourself.

ABOUT DATAMOTIVE

Datamotive is an early-stage, stealth mode, software product start-up in the Hybrid Multi-Cloud Workload Mobility space. The Datamotive platform and its products are built on unique, patentable technologies and provides several 'industry first' features to a USD 25B+ cloud infrastructure industry.

Datamotive is targeting various enterprise infrastructure use cases including,

- Cloud Disaster Recovery,
- Workload Migration and
- Ransomware Recovery

Datamotive technology is industry vertical agnostic and all major enterprise verticals like Telecom, Healthcare, FinServ, Manufacturing will be targeted to develop a strong customer demography. The goal for Datamotive is to disrupt this data protection and infrastructure resiliency market by following a customer and innovation first approach.

We're a group of entrepreneurial, hardworking, geeky-in-a-good way problem solvers. Guided by our values, we nurture a TEAM focused culture that invests in people and creates opportunities for advancement across a broad spectrum of career paths. We prioritize work-life balance and foster an environment with the space to take ownership, to be heard, and to carve a path for your individual accomplishments to help drive our success. At Datamotive, everyone has a voice, and the best argument always wins, regardless of who makes it.

Datamotive Technologies Pvt. Ltd. is headquartered in Pune, India and recently closed its first funding round from well-known, institutionalized venture capital firms in India. Datamotive is also proud to be part of the NetApp Accelerator (shortlisted from 250+ applications worldwide) and has a very strong advisory backing from well-known industry experts.

If you feel Datamotive could be a great fit for you, do reach out to careers@datamotive.io or sumit.babar@datamotive.io

