



RVAI Global

About RVAI – RVAI will enable organizations to leverage the changing face of the technology industry offering unique and bespoke consulting solutions across digital applications and AI. As organizations evolve themselves into being AI ready or develop AI first business applications RVAI will be at the center of this transformation.

Job Title: Sales Manager (AI Solutions)

Location: Bangalore(Preferred).

About the Role:

Are you an experienced sales professional with a passion for AI, technology, and driving transformative business growth within large enterprises ? We're searching for someone with a proven knack for identifying, developing, and closing strategic partnerships, adept at positioning cutting-edge B2B IT SaaS products, comprehensive AI services, and critical AI talent and workforce solutions. If you thrive on connecting with organizations across diverse industries that are reshaping their future with AI and leading a team to generate significant revenue impact, this might just be your calling.

What You'll Be Up To:

• Team Leadership & Performance:

- Lead, mentor, and motivate a team of sales professionals to achieve and exceed individual and team revenue targets.
- Provide coaching and guidance to enhance sales skills, improve pipeline management, and accelerate deal closures.

• Enterprise Business Development:

- Actively engage in identifying, prospecting, and developing new strategic accounts, with a particular focus on engaging and expanding relationships within captive customer units of global enterprises.
- Work collaboratively with your team to penetrate new markets and strategic accounts for RVAI Global's bespoke AI consulting solutions, digital applications, AI-first services, and AI talent and workforce solutions across a broad spectrum of industries.

• Strategic Client Partnerships:

- Cultivate and nurture strong, long-term relationships with key decision-makers and stakeholders within target organizations.



- Act as a trusted advisor, deeply understanding complex client challenges related to AI adoption, digital transformation, and the critical need for specialized AI talent, then articulating the compelling value proposition of RVAI Global's full suite of offerings.
- **Complex Deal Management:**
 - Oversee and actively participate in the entire sales cycle, from meticulous lead qualification through sophisticated proposal development, strategic negotiation, and successful deal closure for large-scale B2B engagements.
 - Collaborate closely with internal AI experts, consultants, and delivery teams to craft tailored, industry-agnostic solutions that meet specific client needs for AI implementation, digital services, and the acquisition or development of specialized AI workforces, ensuring seamless execution and impactful outcomes.
- **Market & Industry Insight:**
 - Stay relentlessly ahead of trends in AI adoption, digital transformation, enterprise IT landscapes, and competitive dynamics across multiple industries to inform team sales strategies and identify emerging opportunities within both new and existing client bases.
 - Share market insights and customer feedback with leadership to help refine RVAI Global's service offerings and go-to-market strategies, ensuring relevance across diverse sectors, including the evolving demands for AI talent.
- **Pipeline & Forecasting Accuracy:**
 - Ensure robust sales pipeline management, accurate forecasting, and comprehensive reporting on all sales activities by your team within CRM systems.

Who You Are (Your Superpowers):

- You've got 6-9 years of progressive experience in enterprise sales, with at least 2-3 years in a managerial or team lead capacity, and a strong preference for candidates who have a proven track record in selling B2B IT SaaS products and/or AI/ML services.
- You possess deep familiarity with the AI landscape and how diverse organizations are leveraging AI for strategic business advantage; you can confidently discuss complex AI strategies, digital transformation, enterprise IT solutions, and the critical role of specialized AI talent with clients.
- You are inherently industry-agnostic, with a versatile sales approach capable of adapting to the unique needs and regulatory environments of various sectors.
- Exceptional communication, negotiation, and presentation skills with the ability to influence and build rapport at all organizational levels.
- You are a strategic thinker, results-oriented, and adept at navigating complex organizational structures to drive sales.



- Proficiency with modern CRM systems (e.g., Salesforce) and advanced sales methodologies are integral to your success.

Why Join Us:

- Be part of a team that values your ideas and gives you the freedom to drive significant business impact in the rapidly evolving AI and digital transformation space.
- Work on exciting, industry-agnostic projects, connecting with global innovators and enterprises that are at the forefront of AI adoption and workforce evolution.
- Opportunity to grow with a company that's just as forward-thinking as the AI solutions and talent we deliver, playing a central role in their transformation.
- If your dream job includes architecting complex deals for leading enterprises, leading a high-performing sales team, and building the future of AI adoption and talent development across industries—then don't wait.

Apply now and let's drive greatness together!