



Enterprise Sales Manager

ROLE Enterprise Sales Manager	LOCATION Mumbai, Gurugram, Bengaluru	DEPARTMENT Sales
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▪ ABOUT LOCOBUZZ

Locobuzz builds AI-powered Customer Experience technology that helps global brands listen, engage, and respond to customers across every digital channel; social, messaging, reviews, and support. Our platform combines social intelligence, conversational AI, and workflow automation to manage millions of customer interactions at scale. Leading brands across industries run their CX operations on Locobuzz.

▪ ABOUT THE ROLE

We are looking for a high-performing Enterprise Sales Manager to drive strategic B2B enterprise sales and expand Locobuzz's footprint among large-scale organisations. In this role, you will own the end-to-end enterprise sales cycle, from prospecting to closing high-value deals, while collaborating with cross-functional teams to deliver outstanding customer value.

▪ KEY RESPONSIBILITIES

- Identify and develop new business opportunities with large enterprises, driving pipeline growth and revenue expansion
- Take a consultative approach to understand client pain points and present Locobuzz's AI-driven solutions
- Build and nurture relationships with CXOs, decision-makers, and key influencers to drive deal conversions
- Own the entire sales cycle end-to-end, from prospecting and proposal creation to negotiation and closing high-value deals
- Consistently meet or exceed revenue targets to ensure sustainable business growth
- Track industry trends, competitor movements, and enterprise needs to shape sales strategy
- Collaborate with marketing, customer success, and product teams to align sales strategy and enhance customer experience
- Manage leads and pipeline in Salesforce and other sales tools, tracking performance and optimising conversion rates

▪ KEY SKILLS / WHAT WE'RE LOOKING FOR

- Enterprise sales experience, preferably in SaaS, Martech, CX, or AI-driven solutions
- Bachelor's degree in Business Administration, Marketing, or a related field required; MBA highly valued
- Proven track record of closing high-value deals with large enterprises
- Strong expertise in solution selling, consultative sales, and deal negotiation
- Ability to manage multiple stakeholders across different levels of an organisation
- Excellent communication, persuasion, and relationship-building skills
- Experience with CRM tools (Salesforce preferred) and sales automation platforms



- Data-driven, results-oriented mindset; knowledge of CX, social listening, and omnichannel engagement trends is a plus

▪ **WHY LOCOBUZZ?**

- Be a key growth driver in a cutting-edge AI-powered tech company
- Sell enterprise-grade solutions to industry leaders and Fortune 500 brands
- Work with a dynamic, ambitious, customer-focused team in a high-impact role with strong career growth potential
- Opportunity to travel and engage directly with clients and industry events