

<https://itorizon.com/job/business-growth-leader-emea-karolium/>

Business Growth Leader – EMEA (Karolium)

Description

About Us

ITOrizon is a global consulting and technology company that helps enterprises design, implement, and optimize complex supply chain and digital transformation initiatives. Headquartered in Atlanta, USA, with offices in India (Bengaluru) and the UAE (Sharjah), we partner with global clients across retail, manufacturing, logistics, and distribution sectors.

We combine deep domain expertise with modern technology to deliver practical, scalable solutions. Our teams work across strategy, implementation, and managed services —

helping organizations adopt leading platforms such as Oracle, Manhattan, Blue Yonder, and our next-generation composable enterprise platform, Karolium.

Role Overview

ITOrizon is seeking a seasoned Business Development / Sales Manager to spearhead growth across the EMEA region for Karolium, a cutting-edge Zero-Code / Low-Code Platform-as-a-Service (PaaS). The ideal candidate will bring 12+ years of proven experience in selling enterprise platforms (PaaS) across EMEA, with a strong track record of building strategic relationships, driving revenue, and expanding market presence.

Responsibilities

- Develop and execute sales strategies to penetrate and grow Karolium's footprint across EMEA
- Identify, engage, and close enterprise clients seeking digital transformation solutions
- Position Karolium's unique value proposition—AI-infused, zero-code customization, rapid deployment, and ecosystem integration—to C-level executives and decision makers
- Build alliances with system integrators, technology partners, and resellers in the region
- Consistently achieve and exceed sales targets, contributing to ITOrizon's global expansion
- Represent ITOrizon and Karolium at industry events, conferences, and client workshops
- Work closely with product, marketing, and delivery teams to ensure client success and satisfaction

Technical Sales Experience Requirements

Hiring organization

ITOrizon

Employment Type

Full-time

Experience

12+ years

Role Category

Sales Leader

Industry

Karolium – Next-Gen Zero-Code / Low-Code Enterprise Platform

Job Location

Bangalore, India, India

Date posted

December 24, 2025

- Proven ability to sell enterprise-grade PaaS solutions to CIOs, CTOs, and digital transformation leaders
- Experience in solution-based consultative selling rather than transactional sales
- Hands-on involvement in technical pre-sales activities including product demos, proof-of-concepts (POCs), and RFP/RFI responses
- Familiarity with integration frameworks, APIs, and enterprise IT landscapes
- Experience in multi-country sales cycles across EMEA, including compliance and localization challenges

Qualifications

- Minimum 12 years in enterprise platform (PaaS) sales with a focus on EMEA markets
- Demonstrated success in closing large enterprise deals and managing long sales cycles
- Strong understanding of digital transformation, AI-driven platforms, low-code/no code ecosystems, and SaaS models
- Established relationships with enterprise clients, technology leaders, and decision makers in EMEA
- Exceptional communication and negotiation skills
- Ability to articulate complex technology solutions in business terms
- Strategic mindset with hands-on execution ability
- Bachelor's degree in business, Technology, or related field; MBA preferred

Certifications (Preferred)

- Sales & Business Development: Miller Heiman Strategic Selling, SPIN Selling, CSLP
- Cloud & Technology: AWS Certified Cloud Practitioner/Solutions Architect, Microsoft Azure Fundamentals, Salesforce Sales Professional, Google Cloud Digital Leader
- Low-Code / No-Code Ecosystem: Training or certifications any LC/NC Platform

Key Performance Indicators (KPIs)

- Achieve quarterly and annual sales quotas for Karolium in EMEA
- Number of new enterprise accounts closed per quarter
- Maintain a healthy pipeline with qualified opportunities across industries
- Establish and expand alliances with at least 3–5 new system integrators/partners annually
- Average deal value and percentage of strategic accounts won
- Reduction in average sales cycle time through effective consultative selling
- Renewal and upsell rates for existing clients
- Representation at key EMEA industry events and conferences

Why Join ITOrizon?

Because you'll be part of a team that's not just selling software – we're enabling enterprises to build the future without limits.

How to Apply:

If you're ready to lead and let's build something extraordinary together.

Please visit our websites: www.ITOrizon.com & www.Karolium.com

Email your Resume to engage@itorizon.com