

<https://itorizon.com/job/customer-technology-transformation-partnerships-sales-director/>

## Customer Technology & Transformation Partnerships (Sales) Director

**Hiring organization**  
ITOrizon

### 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 & Trichy) and the UAE (Sharjah), We partner with global clients across retail, manufacturing, logistics, and Distribution among 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 Senior Customer Technology & Transformation Partnerships (Sales) Director to drive enterprise growth by building deep, trusted partnerships with customers undergoing large-scale digital and supply chain transformations.

This role sits at the intersection of enterprise sales, technology consulting, and strategic client partnerships. The Director will be responsible for originating, shaping, and closing complex transformation deals while expanding long-term customer relationships across the supply chain, digital platforms, and enterprise technology ecosystems.

The ideal candidate brings a strong mix of enterprise sales leadership, consultative selling, domain depth, and executive-level relationship management, with proven success in closing high-value, multi-year engagements.

### Responsibilities

#### Customer & Partnership Leadership

- Build and maintain executive-level relationships with **CXOs (CEO, CFO, COO, CSO, CTO)** and senior business and IT leaders
- Act as a trusted advisor to customers on **technology-led business transformation**, not just a sales contact
- Own strategic customer partnerships from opportunity creation through deal closure and account expansion

#### Revenue & Growth Ownership

- Drive new logo acquisition and expansion of existing enterprise accounts
- Own end-to-end sales cycles including opportunity qualification, solution shaping, commercial structuring, and closure
- Build and execute short-term and long-term sales strategies aligned to ITOrizon's growth plans

**Employment Type**  
Full-time

**Experience**  
12 to 18+ Years

**Role Category**  
Director

**Industry**  
Enterprise SaaS | Application Platform (aPaaS) | Integration (iPaaS) | AI Enablement (aiPaaS) | Low-Code/No-Code

**Job Location**  
Bangalore, India, India

**Date posted**  
February 19, 2026

- Consistently meet or exceed revenue and pipeline targets
- **Strategic Selling Priority Alignment**
- Drive revenue growth aligned to ITOrizon & Karolium commercial focus, with priority on:
  - Enhanced Managed Services
  - Digital Transformation initiatives
  - Karolium platform adoption
  - Oracle and other enterprise platforms

### **Technology & Transformation Selling**

- Position ITOrizon's capabilities across:
  - Supply Chain Management (SCM)
  - Digital Transformation & Modernization
  - Enterprise Platforms (Oracle, SAP, Manhattan, Blue Yonder, )
  - SaaS, PaaS, and composable platforms (including Karolium)
- Lead consultative, solution-based selling rather than transactional sales
- Partner closely with delivery, solution architecture, and product teams to shape compelling proposals

### **Partner & Ecosystem Development**

- Build and strengthen relationships with technology partners, platform vendors, and system integrators
- Leverage ecosystem alliances to create joint go-to-market opportunities
- Represent ITOrizon at industry forums, customer workshops, and executive briefings

### **Sales Execution & Governance**

- Use modern digital sales tools effectively (Salesforce, LinkedIn Navigator, HubSpot, )
- Develop tailored sales content and value propositions for specific customers and industries
- Provide accurate forecasting, pipeline visibility, and deal risk assessment to leadership

### **Required Experience & Qualifications**

- 12-18+ years of experience in enterprise sales, technology consulting sales, or client partner roles
- Proven track record of closing large, complex enterprise deals (multi-million dollar engagements preferred)
- Strong understanding of Supply Chain, Digital Transformation, and Enterprise IT landscapes
- Deep experience selling to industries such as:
  - Retail & Omni-channel
  - Manufacturing & Distribution
  - Logistics & Transportation
  - Healthcare & Life Sciences
- Established executive relationships within enterprise customers and partner ecosystems
- Ability to translate complex technology solutions into clear business value narratives
- Bachelor's degree required; MBA or equivalent preferred

### **Preferred Background**

- Prior experience with or exposure to organizations such as: Oracle, SAP, IBM, HP, Manhattan, Blue Yonder, Körber, Qualcomm, TCS, CTS, CGI, or similar
- Experience selling SCM platforms, SaaS / PaaS solutions, or large transformation programs
- Familiarity with global delivery models and multi-geo customer environments

### **Mandatory Skills**

- Independently prepare WINNING pitch decks as per prospects/scope/ecosystem to make it compelling for the audience
- Independently prepare WINNING proposal with strong estimates and compelling value prop
- Independently prepare stakeholder updates from project highlights like USPs, value prop and manage customer perception for positive business outcomes
- Independently lead New Track Discovery activities and Business Workshops with minimal services help
- Increase revenue stream through personal networking or new age sales activities

### **Key Competencies**

- Executive presence and credibility with C-level stakeholders
- Strategic thinking with hands-on execution capability
- Strong negotiation and commercial structuring skills
- High ownership mindset with accountability for outcomes
- Ability to operate in ambiguity and complex customer environments

### **Why Join Us?**

- Opportunity to lead high-impact enterprise transformation partnerships
- Work closely with executive leadership on strategic growth initiatives
- Sell meaningful, outcome-driven solutions rather than commoditized services
- Be part of a company focused on practical innovation, domain depth, and long- term client value

### **How to Apply:**

Email your Resume to [engage@itorizon.com](mailto:engage@itorizon.com)