

At Kigen, we are making the future of securing connectivity simple. As simple as can be. Together with our partners and customers, we are at the forefront of unlocking a new era of secure IoT as Integrated SIM (iSIM) and eSIM become mainstream choice for connected devices.

As part of our ongoing journey, we are growing our team in Noida and are on the hunt for a **Sales & Business Development Manager**. We are seeking a seasoned professional with a strong “can-do” attitude and the right technical experience and sales acumen to grow our business in pursuit of our mission to drive eSIM and iSIM to be the cornerstone of IoT security.

As part of the Kigen Sales team and reporting to the regional VP, you will employ your passion for sales and business development to maximise revenue and business growth throughout India and surrounding regions. A strong requirement of the role will be to develop and drive relationships with key MNO, OEM, and ODM customers and to facilitate their engagement with various Kigen teams.

**What you will be doing:**

Leveraging your deep understanding of relevant cellular IoT technologies and ecosystem stakeholders, you will be responsible for:

- achieving regional sales bookings, revenue, and MBO targets
- managing sales activities and overseeing value delivery to regional customers
- identifying business opportunities and developing and implementing effective sales strategies
- building strong, long-lasting relationships with senior business and technical leaders in partner companies
- understanding and articulating customer needs and building value propositions accordingly
- collaborating with various Kigen teams and personnel to oversee RFI, RFP and tender bid responses
- building and maintaining strategic account plans
- managing sales proposals and contract negotiations with customers
- developing and managing sales pipelines, forecasts and reports
- working closely with the Sales VP to design and manage an overall regional business strategy and roadmap.

**What do we need:**

You will possess:

- at least 5 years’ demonstrated experience in selling highly complex technical products and services to large scale corporations and operations
- a proven ability to meet sales and business targets
- experience with and an understanding of SIM, eSIM, iSIM technologies, and ideally knowledge of the related supply chains and manufacturing processes
- knowledge of Remote SIM Provisioning (RSP) server platforms and services
- a solid network within the Indian MNO space, and ideally the cellular IoT/M2M/Consumer OEM, ODM and SP markets
- an ability to articulate new and complex product offerings
- an ability to develop, negotiate and close long sales cycle, large-scale and long-term commercial agreements
- experience in writing proposals and contracts, and overseeing customer negotiations

- a strong affinity for team collaboration with the ability to work autonomously
- outstanding communications and presentation skills, and be able to present to a wide range of stakeholders

You will also be:

- organised and process driven
- willing to travel within India and internationally when required
- a genuine team player who aspires to our core values of *Passion for customer success, Be excellent to all, and Think big, act fast.*

### **What are Kigen's benefits?**

At Kigen we like to ensure our people are well supported and rewarded for what they do. We offer a competitive salary, annual bonus scheme, annual wellbeing and personal development allowance, sabbatical, pension scheme and much more! Plus, you get to work with an awesome group of people too! Just check out our [LinkedIn](#) page to see for yourself.

Please submit your CV to the Kigen People Team at [peopleteam@kigen.com](mailto:peopleteam@kigen.com) quoting reference number 101.

We are an Equal Opportunity Employer and do not discriminate against any employee or applicant for employment because of race, colour, sex, age, national origin, religion, sexual orientation, gender identity, status as a veteran, and basis of disability or any other federal, state or local protected class.