Sales Director

Location – London

Experience – 20+ years

About Us

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PopUp Mainframe is a privately held IT software and services company based in the UK and India, delivering engagements globally based on our customer requirements. We have a full pipeline of new projects across the world, and we are actively growing our delivery capability.

Our solution - also called PopUp Mainframe - is a cutting-edge mainframe modernisation product. PopUp Mainframe enables customers to create mainframe environments on-demand and deploy them anywhere, including in the cloud. PopUp Mainframe is a game changer for organisations which rely on mainframe, as it removes the bottlenecks surrounding mainframe environments and finally allows mainframe projects to be fully agile.

About The Role

We are looking for an experienced Sales Director to lead the commercial operation at PopUp Mainframe, reporting directly to the CEO. As well as leading the commercial operation, you will also be hands on talking directly to clients and partners to position and sell the PopUp Mainframe solution.

You must have a well-rounded skill base including excellent communication skills (English fluency), the ability to work with stakeholders at all levels, a strong enterprise technology background, and understand complex customer requirements.

You will have the ability to communicate sophisticated technical concepts to influence and explain the PopUp Mainframe value proposition, often alongside other partner ISV products.

Required experience and skills

- Developing strategy, tactics, sales plans, revenue and profit targets.
- Delivering and communicating sophisticated enterprise software solutions.
- Developing relationships with clients and partners.
- Identifying and reporting on business opportunities in target markets.
- Representing the business at conferences, trade fairs and networking events.
- Maximising new business development opportunities.
- Overseeing a sales team and working closely with the solutions architecture function.

Desirable experience and skills

- Experience in selling DevOps and modernization software products, ideally to large, global mainframe clients.
- Exposure to Mainframe or Data virtualisation technologies including IBM zD&T and z/VM, Delphix.
- Exposure to Mainframe DevOps tools.
- Working with sales channels and selling indirectly with partners.
- Strong personal social media profile and social selling approach.

Personal Attributes you will bring to the role

- Visionary, strategic leadership within the PopUp Mainframe organization.

- Ability to motivate, influence, and encourage others.
- Self-driven, accountable, team player able to work collaboratively.
- Flexibility, strong commitment to high quality work and continuous improvement.
- Strong problem-solving skills with the ability to quickly analyse, understand, and act.
- Good presentation skills, ability to explain complex concepts effectively.
- Composure in handling multiple demands and deadlines.

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