TolaData

India Sales Leader

Lead market entry and growth across India for a globally recognised social tech platform.

New Market | India |12- 15 Years Experience | Technology Sales | Social Impact Sector

www.toladata.com

APPLICATION DEADLINE: 15 JUNE 2025

APPLY BY SENDING A COVER LETTER AND CV TO JOBS@TOLADATA.COM WITH THE E-MAIL SUBJECT “TOLADATA SALES LEADER – YOUR NAME”

WE WILL REACH OUT IF YOU ARE SHORTLISTED.

About TolaData

TolaData is a social tech company providing a web-based SaaS platform purpose-built for NGOs, PSUs, foundations, international cooperation organisations, and the broader social impact sector. Our solution supports programme management, impact management (M&E), impact reporting, and learning loops giving organisations the tools to operate with greater transparency and create measurable positive change.

With 110+ clients across all continents, including NGOs, donors, government bodies, foundations, social enterprises, alliances, and research bodies, we are an established, globally recognised brand entering the India market.

We are agile, trustworthy, and built for purpose. Our culture prizes smarts, integrity, and genuine passion for impact. We move fast, think clearly, and care deeply about what we do.

What You’ll Do

- Develop and own India’s sales strategy, revenue targets, and market entry plan
- Identify and cultivate relationships with Corporate CSR teams, PSUs, government bodies, NGOs and foundations
- Lead full sales cycles from prospecting through to contract closure
- Represent TolaData at sector conferences, forums, and high-level stakeholder events
- Work closely with the global leadership team to shape product positioning for India
- Identify adjacent growth opportunities and inform the product roadmap
- Track pipeline, forecast accurately, and report to senior leadership
- Build and mentor a local team as the market matures

Target Client Segments

- PSUs with large CSR mandates
- Private companies with significant CSR obligations
- Central and state government departments (e.g. NITI Aayog, MoEFCC, health ministries)
- Bilateral and multilateral development agencies operating in India

- Large Indian and international foundations and philanthropies
- National and international NGOs and implementing partners
- Social enterprises and impact-focused corporates
- Academic and research institutions in development studies

What You Bring

- 12- 15 years of B2B technology sales experience in SaaS or enterprise software
- Proven track record selling to PSUs and government institutions in India
- Deep familiarity with the Indian development, NGO, and social impact ecosystem
- Strong existing network across government, bilateral agencies, and foundations
- Experience managing complex, multi-stakeholder sales cycles of 6- 18 months
- Ability to articulate impact-driven value propositions to non-technical buyers
- Comfortable operating as an individual contributor in a lean, early-stage market context
- Fluent in English; working knowledge of other Indian Languages an asset
- Able to work remotely and independently without direct supervision

Nice to have

- Background in impact management (M&E), development programming, or programme monitoring
- Experience with international organisations (UN agencies, World Bank, ADB)
- Prior experience in market entry or 0-to-1 growth roles
- Familiarity with procurement processes for government and CSR-funded programmes
- Existing relationships with CSR heads at large Indian corporates

Who You Are

Smart
You grasp complexity quickly and translate it simply for the room you're in.

High on Integrity
You represent the brand with honesty, even when it's the harder path.

Passionate
You genuinely care about social impact — this isn't just a quota to hit.

Agile
Comfortable with ambiguity, fast iterations, and no playbook to follow.

Relationship-First
You build trust before you pitch. Long-term partners over short wins — with clients and colleagues alike.

Builder Mentality
You see a blank market as an opportunity, not a risk.

Location & Structure

Based in India (New Delhi or remote). Reports directly to global leadership. This is a senior individual contributor role with the explicit expectation of building a local team over time. Compensation includes a competitive base salary, a performance-linked incentive structure, and benefits aligned with the growth of the India market.