



Senior Sales Executive – High Tech (BPO / Contact Center / CX | AI-Driven Solutions)

We are seeking a **Senior Sales Executive (Hunter)** with deep experience in the **High Tech sector** (SaaS, software, platforms, hardware) to drive growth in our AI-first CX and Contact Center BPO business.

Candidates must have **significant, relevant experience within High Tech**—this is not a generalist role.

Our client is a trusted global innovator in technology and business services, generating \$30B+ in annual revenue. With capabilities spanning AI, cloud, data, security, and digital operations, they enable enterprise-scale transformation.

What You'll Do

- Drive **new logo acquisition** across High Tech accounts
 - Build executive relationships with **CIOs, COOs, and Customer Success leaders**
 - Sell **AI-powered CX, support, and digital operations solutions**
 - Lead complex deal cycles from **origination to close (>\$20M TCV)**
 - Develop go-to-market strategies aligned to **customer lifecycle and support transformation**
 - Collaborate across teams to deliver compelling solutions
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What You Bring


- 10+ years of enterprise sales experience
 - **Deep High Tech industry expertise**
 - Track record closing **large BPO/CX deals (\$20M+ TCV)**
 - Proven **hunter** with consistent new logo wins
 - Experience selling **Contact Center / CX / Digital Operations solutions**
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What Sets You Apart

- Understanding of **subscription models and customer success ecosystems**
- Ability to tie AI to **scalability, retention, and cost efficiency**
- Comfortable in fast-paced, highly competitive environments

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