



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

We are hiring a **Senior Sales Hunter** with deep experience in **CPG and/or Retail** to drive new business within our AI-powered Customer Experience and Contact Center BPO practice. This is a vertical-first role—candidates must bring **significant experience in CPG/Retail**, not a blended background.

Our Client is a \$30B+ global leader in business and technology services, partnering with 75% of the Fortune Global 100. With a strong focus on AI, data, and digital operations, they help organizations reimagine customer engagement and operational efficiency.

What You'll Do

- Drive **net-new logo acquisition** across CPG and Retail accounts
 - Build relationships with **C-suite and CX leadership**
 - Sell **AI-driven CX and Contact Center solutions**
 - Own the **full sales lifecycle** from origination to close (>\$20M TCV)
 - Develop vertical strategies around **consumer engagement and omnichannel CX**
 - Partner internally to build differentiated solutions
-

What You Bring

- 10+ years of enterprise sales experience
 - **Deep CPG/Retail expertise** with strong industry relationships
 - Proven success closing **large BPO/CX deals (\$20M+ TCV)**
 - True **hunter**—pipeline creation is your strength
 - Experience selling **CX / Contact Center / Digital Operations**
-

What Sets You Apart

- Understanding of **consumer behavior and brand experience transformation**
- Ability to tie AI solutions to **revenue growth and customer loyalty**
- Strong executive communication and deal leadership

✉ Email: Laura@footinthedoorrecruiting.com

🌐 Website: <https://footinthedoorrecruiting.com/>

<https://footinthedoorrecruiting.com/>