

# WORK VAPOR

Job Link: <https://workvapor.in/jobs/director-sales-ssb-job-rippling-bengaluru-karnataka/>

## DIRECTOR SALES, SSB

### JOB LOCATION

Bengaluru, NA, Bengaluru, Karnataka, India

### DESCRIPTION

#### About Rippling

Rippling gives businesses one place to run HR, IT, and Finance. It brings together all of the workforce systems that are normally scattered across a company, like payroll, expenses, benefits, and computers. For the first time ever, you can manage and automate every part of the employee lifecycle in a single system.

Take onboarding, for example. With Rippling, you can hire a new employee anywhere in the world and set up their payroll, corporate card, computer, benefits, and even third-party apps like Slack and Microsoft 365—all within 90 seconds.

Based in San Francisco, CA, Rippling has raised \$1.2B from the world's top investors—including Kleiner Perkins, Founders Fund, Sequoia, Greenoaks, and Bedrock—and was named one of America's best startup employers by Forbes.

We prioritize candidate safety. Please be aware that all official communication will only be sent from @Rippling.com addresses.

Note:

This role requires you to work in EST timezone.

This is a hybrid role. We expect you to be in our Bangalore office for 3 days in the week.

#### About The Role

As our Director of Sales, SSB you will lead, expand and develop a team of global account executives, front line sales managers, and sales directors. Your leadership will have a

### HIRING ORGANIZATION

Rippling

### EMPLOYMENT TYPE

Full-time

### BASE SALARY

INR 34,000 - INR 45,000

### VALID THROUGH

2026-07-20

direct impact on the growth of the team, the development of your team, and Rippling's success of crushing revenue goals at record breaking pace. This position reports into our VP Sales, SMB based in San Francisco.

One fundamental belief at Rippling is that Account Executives should spend 100% of their time between engaging with interested prospects, managing sales cycles to help potential customers evaluate our product, and closing revenue from marketing generated demos. No prospecting, we leave that to our world class SDR and Marketing teams.

#### What You Will Do

- You have strong experience working with a B2B SaaS company
- Have led a team of Account Executives and front line managers
- Proven track record of successfully managing teams and getting them to quota
- Have managed teams in SMB segment and velocity-based sales cycle
- You have strong written and verbal communication skills
- You are passionate about our overall mission
- You are a resourceful and creative problem solver when discovering the business needs of your customer and understanding how Rippling can solve those challenges
- A great startup fit — ready to roll up your sleeves and get it done
- Self-motivated and ready to hit the ground running
- Manage, coach, hire, and scale a team of account executives and front line sales managers
- Monitor sales performance: activity, pipelines, monthly forecasts, and closed-deals to ensure quota attainment
- Regularly report on team and individual results through pipeline management and forecasting
- Identify and make recommendations for improvement in the areas of process, efficiency and productivity
- Lead the team to achieve and exceed monthly targets
- Participate in hiring and interviewing process, as well as training and ramp-up of new team members

#### What You Will Need

- An experienced sales manager with 6-10 years of experience in leading a team for a B2B SaaS company
- Able to accurately forecast team performance
- Motivated with a desire to learn and have a strong work ethic
- Experience selling HRIS/HCM software – good to have
- Ability to thrive in a fast paced environment