

Enterprise Sales

Carry enterprise AI deals from first meeting to signature.

LOCATION

Remote (global)

TYPE

Full-time

About Flaredog

Flaredog takes enterprise AI from idea to secured production, end to end. Alongside our delivery work we build a product portfolio that turns recurring enterprise pain into software: DuraGraph, Finsightly, Tradoing, and UpstackLab. We are founder-led, early-stage, and expanding across Asia.

The role

Most companies have AI pilots and almost nothing in secured production. Flaredog closes that gap. You own the pipeline and close enterprise deals across services and products, running discovery with technical and business buyers and carrying deals to signature.

What you will do

- Own and forecast a pipeline of enterprise opportunities across services and the product portfolio.
- Run discovery with technical and business buyers, and map the problem to Flaredog and the right product.
- Scope and sell pilots, then expand pilots into production and multi-product deals.
- Carry deals from first meeting to signature, coordinating delivery, security, and legal.

What you bring

- 4+ years closing B2B software or services deals, typically USD 50k and up in annual contract value.
- A consultative style and command of a multi-stakeholder enterprise cycle.
- The discipline to run a clean, well-qualified pipeline.
- Clear written and spoken English.

Nice to have

- Sold into regulated industries such as finance or government, or through systems integrators in APAC.
- Experience selling AI, data, or infrastructure software.
- One or more regional languages.

What we offer

- Fully remote. Work from anywhere in your timezone.
- Real ownership of your area from day one.
- A small, senior team and direct founder access.
- Async-first, low-meeting culture.

How to apply

Apply at <https://flaredog.com/careers/enterprise-sales>. We post shortlist updates on LinkedIn, follow Flaredog so you catch yours: <https://www.linkedin.com/company/flaredog/>. Want to move faster? DM us on LinkedIn, mention the role, and introduce yourself.