Job Description

JD reference no. 104.A
No. of vacancy: 2

Designation	Associate Vice President
Department	Enterprise Business Development
Report to	CEO
Location	**Delhi/Honk Kong/San Francisco/New York/Netherlands**
Experience Required	4-6 Years
Job Purpose	Business Development
Tags#	#businessdevelopment #keyaccountsmanager #endtoendsales
Job Role	**Results and Growth:** ● Handle business development & expansion ● Create revenue strategies, account plans and business processes for dedicated account management ● Work closely with our partners/clients to deliver on revenue targets **Strategic Prospecting:** ● Utilize a structured approach for identifying and measuring the quality of potential new business initiatives ● Proactively prospect in the Territory to create opportunities & interact with top management level. Map out the key players for potential new business initiatives and determine/document appropriate sales strategy **Consultative Sales:** ● Effectively advise and influence the customer especially within the development of business needs, decision criteria, and creation of framework, through consultative selling techniques and relevant marketing/sales campaign ● Execute high quality one on one discussions utilizing advanced questioning and influencing skills with customer IT business leaders. The objective being to influence the corporate strategy regarding the practice of Information Security ● Execute high quality one on one discussions utilizing advanced questioning and influencing skills with IT / CISO level managers **Opportunity Management:** ● Maintain the Account Plan in accordance with the established Account Plan standard ● Continuously develop the account to ensure repeat business combined with a proactive focus on developing new business opportunities

Skills Required	● Understanding of the Cyber Security Space ● Excellent communication and presentation skills in all forms ● Passionate about people and relationships
Education Qualification	An MBA with B.Tech in Computer Science or IT preferred
Age bracket	27-32 years
Working Conditions	Monday to Saturday
Other / Special Requirements	Person should have hunger to think beyond conventional growth trends industry wide