

Job Description

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| Job Role | Alliance Leader (Cyber Insurance) |
| Sub Team | Enterprise Business Unit |
| Location | Delhi |
| Experience Required | 5-8 Years |
| Job Purpose | <ul style="list-style-type: none"> ● To identify & maintain Strategic alliances & partnership for selling Lucideus Cyber Services & Products globally (including India) ● The role requires sales management to incubate and grow sales for a new cyber security platform & services. ● Key account management of strategic partners to achieve specified sales targets |
| Tags# | #Cyberinsurance #alliance #partnership #sales |
| Job Responsibilities | <ul style="list-style-type: none"> ● Build and expand sales presence to establish a larger market footprint via alliances/partnerships and drive higher recurring revenue growth rates globally ● Develop and execute a comprehensive strategic partnering business plan, and work cross-functionally with leaders to ensure a well understood partner value proposition and that goals and objectives are met ● Develop a breakthrough strategic alliance model with selected key industry players ● Recruit new selected strategic partners and expand relationships with existing partners ● Team with Product Management & Engineering to help develop partner-friendly solutions offerings and leverage partners' ability to integrate solutions into their customer environments ● Facilitate, develop and manage sales enablement, sales support and training to ensure partners are equipped to position products/solutions and compete effectively to meet revenue objectives. Evangelize the partnership including joint value proposition with sales teams to ensure awareness and collaboration, minimizing sales conflict ● Work with partners to develop business plans to achieve revenue commitments, conduct reviews and measure partner performance against pre-established business metrics ● Ensure sales team strategies are aligned with the global partner strategy ● Team with Marketing to drive the creation and utilization of sales collateral as well as demand generation programs and campaigns that drive partner revenue |
| Skills Required | <ul style="list-style-type: none"> ● Proven track record of working with IT Software Alliances, Channel partners and System Integrators for effective selling from India to Global Markets. Preferably worked for a small company with large global alliances. ● Understanding of the Cyber Insurance |

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| | <ul style="list-style-type: none">• Excellent communication and presentation skills in all forms• Passionate about people and relationships• Excellent Interpersonal and verbal communication Skills |
| Education Qualification | MBA degree preferably in Marketing with an engineering degree. |
| Working Conditions | Monday to Friday with 1st Saturday working |