

### Job Description

<b>Job Role</b>	Technical Sales Support Specialist / Consultant
<b>Sub Team</b>	Enterprise Business Unit
<b>Location</b>	Delhi . Incumbent should be open to travel/relocate pan India
<b>Experience Required</b>	4 to 7
<b>Job Purpose</b>	The Technical Sales Support Consultant coordinates technical sales activities. He/she should be able to sell our USP's & technical/product knowledge to customers via good written, verbal and presentation skills. Assists in all levels of technical account planning and accompanies sales account managers on visits to customers.
<b>Tags#</b>	#presales #technicalsales #documentation #Proposal #RFP/RFI/RFQ #businessdevelopment #conceptselling #solution #strategy #leadgeneration #cybersecurityspecialist #salesupport
<b>Job Responsibilities</b>	<ul style="list-style-type: none"> <li>● High degree of understanding &amp; experience on Cyber Security services &amp; products</li> <li>● Product presentation/demonstration</li> <li>● Support to achieve technical qualification</li> <li>● Provide answers to (technical) questions in a Request for Information or a Request for Proposal</li> <li>● Coordinate with Delivery team &amp; Customer for Proof of Concepts</li> <li>● Prepare software order forms (providing feature codes and product information)</li> <li>● Build technical relationship with prospects or existing customers</li> <li>● Provide any technical input needed for proposals</li> <li>● Be able to position and present Lucideus product offerings</li> <li>● Maintain a competitive comparison for Lucideus product offering with products/services from other vendors</li> </ul>
<b>Skills Required</b>	<ul style="list-style-type: none"> <li>● Great analytical skills and the ability to manage complexity.</li> <li>● You are used to working closely with internal and external stakeholders.</li> <li>● As a person you are result driven, open minded, flexible, commercial and possess the ability to influence others.</li> </ul> <p><u>Technical Skill:</u></p> <ul style="list-style-type: none"> <li>● Cyber Security Product &amp; Services Knowledge</li> <li>● Ability to absorb product knowledge</li> <li>● Strategic prospecting skills</li> <li>● Market Knowledge</li> <li>● Presentation Skills</li> <li>● Crafting Potential Solutions</li> <li>● Relationship Building</li> <li>● Ability to sell a new concept</li> </ul>
<b>Education Qualification</b>	B.Tech / B.E./BCA etc is mandatory, MBA degree is preferred
<b>Working Conditions</b>	Monday to Friday with 1st Saturday working