

Job Description

Job Role	Business Development / Sales (IC)
Sub Team	Enterprise Business Unit
Location	Mumbai/Bangalore . Incumbent should be open to travel/relocate pan India
Experience Required	5 to 7 years
Job Purpose	<ul style="list-style-type: none"> ● Enterprise Sales of software products / Platform & Services. ● The role requires sales management to incubate and grow sales for a new cyber security platform ● Consultative Solution Sales Expert, Enterprise Transformation, Mentor & Coach
Tags#	#platformsales #salesmanager #itsales #softwaresales #Enterprisesales #directsales #salesleadership
Job Responsibilities	<ul style="list-style-type: none"> ● He/she needs to work with the product specialist team and encourage cross team collaboration ● He/she needs to align sales goals on a quarter-on-quarter basis with management goals ● The incumbent needs to work with his/her team to build adequate sales pipeline and follow the rigors of pipeline management ● The incumbent needs to build and grow partnerships with Channels & System Integration (SI) ● Managing complex commercial/legal negotiations/contracts ● Responsible & accountable for the geography to achieve Overall Revenue Targets ● The incumbent would be required to represent Lucideus in various events and conferences and should be comfortable presenting to large audience <p><u>Key Requirements:</u></p> <ul style="list-style-type: none"> ● Work closely with C level executives; especially CIOs of the top 300 enterprises across India ● The person should have industry connects with CIOs/CTOs/CISOs ● The person should have sales management experience in IT software/Hardware/services.
Skills Required	<p><u>Technical Skill:</u></p> <ul style="list-style-type: none"> ● Ability to absorb product knowledge ● Strategic prospecting skills ● Sales Planning ● Market Knowledge ● Presentation Skills ● Negotiation Skills ● Crafting Potential Solutions

Education Qualification	A full time MBA degree preferably in Marketing with B.Tech / B.E./BCA etc is mandatory
Working Conditions	Monday to Friday with 1st Saturday working