

Job Description

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| Job Role | Business Development / Sales (IC) |
| Sub Team | Enterprise Business Unit |
| Location | Delhi / Mumbai / Pune / Bangalore / Hyderabad Incumbent should be open to travel/relocate pan India |
| Experience Required | 7 to 10 years |
| Job Purpose | <ul style="list-style-type: none"> ● Enterprise Sales of Cyber Security Services & Products. ● The role requires sales & key account management to incubate and grow sales for a new cyber security platform ● Consultative Solution Sales Expert |
| Tags# | #platformsales #cybersecurity #softwaresales #Enterprisesales #directsales #salesleadership #cybersecuritysales #itsales |
| Job Responsibilities | <ul style="list-style-type: none"> ● He/she needs to achieve sales targets on a quarter-on-quarter basis with monthly goals to be managed by high degree for forecast accuracy ● The incumbent needs to work to build adequate sales pipeline and follow the rigors of pipeline management ● The incumbent could leverage partnerships with Channels & System Integration (SI) ● Managing complex commercial/legal negotiations/contracts ● Responsible & accountable for a defined territory to achieve Overall Revenue Targets ● The incumbent could 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 CxOs of the top enterprises across India ● The person should have industry connects with CIOs/CTOs/CISOs across various verticals ● The person should have sales & account management experience in Cyber Security services / ITsoftware / Hardware /services. |
| Skills Required | <ul style="list-style-type: none"> ● Ability to absorb product knowledge ● Strategic prospecting skills ● Sales Planning & Accurate Forecasting ● Market Knowledge ● Presentation Skills ● Negotiation Skills ● Crafting Potential Solutions ● Relationship Building ● Account Management ● Great analytical skills and the ability to manage complexity. ● Concept Selling |

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| | <ul style="list-style-type: none">• You are used to working closely with internal and external stakeholders.• As a person you are result driven, open minded, flexible, commercial and possess the ability to influence others. |
| Education Qualification | B.Tech / B.E./BCA etc is mandatory, MBA degree is preferred |
| Working Conditions | Monday to Friday with 1st Saturday working |