

Job Description

JD reference no. 114

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| Job Role | Software Sales Leader - India |
| Department | Enterprise Business Unit |
| Location | Delhi. Incumbent should be open to travel/relocate pan India |
| Experience Required | 10 to 12 years |
| Job Purpose | <ul style="list-style-type: none"> ● Enterprise Sales of software products / Platform ● 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"> ● This is a people management role and the incumbent will lead a team of Account Managers/Account Executives in India (Delhi, Mumbai and Bangalore etc) ● 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 ● The person should have sales management experience in IT software/Hardware/services. ● The person should have been a people manager for at least 3 years |
| Skills Required | <u>Technical Skill:</u> <ul style="list-style-type: none"> ● Ability to absorb product knowledge ● Strategic prospecting skills |

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| | <ul style="list-style-type: none"> ● Sales Planning ● Market Knowledge ● Presentation Skills ● Negotiation Skills ● Crafting Potential Solutions <p><u>Soft Skill:</u></p> <ul style="list-style-type: none"> ● Excellent Interpersonal and verbal communication Skills ● Team Leader |
| Education Qualification | A full time MBA degree preferably in Marketing with an engineering degree. |
| Working Conditions | Monday to Friday with 1st Saturday working |