

Job Description

Job Role	Software Sales - India
Sub Team	Enterprise Business Unit
Location	Delhi. Incumbent should be open to travel/relocate pan India
Experience Required	8 to 10 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"> ● 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/CTOs/CISOs ● 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	<p><u>Technical Skill:</u></p> <ul style="list-style-type: none"> ● Ability to absorb product knowledge ● Strategic prospecting skills ● Sales Planning

	<ul style="list-style-type: none"> ● 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