

Job Description

Job Role	Alliance/Partnership Leader
Sub Team	Enterprise Business Unit
Location	Delhi
Experience Required	15+ years
Job Purpose	<ul style="list-style-type: none"> ● To identify & maintain Strategic alliances & partnership for selling Lucideus Cyber Services & Products globally (including India) ● The role requires sales management to incubate and grow sales for a new cyber security platform & services. ● Key account management of strategic partners to achieve specified sales targets
Tags#	#platformsales #cybersecurity #softwaresales #Enterprisesales #indirectsales #salesleadership #cybersecuritysales #itsales #partnershipmanagement #alliances
Job Responsibilities	<ul style="list-style-type: none"> ● Build and expand sales presence to establish a larger market footprint via alliances/partnerships and drive higher recurring revenue growth rates globally ● Develop and execute a comprehensive strategic partnering business plan, and work cross-functionally with leaders to ensure a well understood partner value proposition and that goals and objectives are met ● Develop a breakthrough strategic alliance model with selected key industry players ● Recruit new selected strategic partners and expand relationships with existing partners ● Team with Product Management & Engineering to help develop partner-friendly solutions offerings and leverage partners' ability to integrate solutions into their customer environments ● Facilitate, develop and manage sales enablement, sales support and training to ensure partners are equipped to position products/solutions and compete effectively to meet revenue objectives. Evangelize the partnership including joint value proposition with sales teams to ensure awareness and collaboration, minimizing sales conflict ● Work with partners to develop business plans to achieve revenue commitments, conduct reviews and measure partner performance against pre-established business metrics ● Ensure sales team strategies are aligned with the global partner strategy ● Team with Marketing to drive the creation and utilization of sales collateral as well as demand generation programs and campaigns that drive partner revenue
Skills Required	<ul style="list-style-type: none"> ● Proven track record of working with IT Software Alliances, Channel partners and System Integrators for effective selling from India to Global Markets. Preferably worked for a small company with large global alliances. ● Understanding of the Cyber Security Concepts

	<ul style="list-style-type: none">• Excellent communication and presentation skills in all forms• Passionate about people and relationships• Excellent Interpersonal and verbal communication Skills
Education Qualification	MBA degree preferably in Marketing with an engineering degree.
Working Conditions	Monday to Friday with 1st Saturday working