

Job Description

Job Role	Sales Expert
Sub Team	Enterprise Business
Location	Mumbai / Pune - Incumbent should be open to travel/relocate pan India
Experience Required	4 to 8 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. ● He/she needs to work with the product specialist team and encourage cross team collaboration ● 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 / IT Software / 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.

	<ul style="list-style-type: none"> • Concept Selling • 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