

### Job Description

<b>Job Role</b>	Senior Sales Leader
<b>Sub Team</b>	Enterprise Business
<b>Location</b>	Delhi / Mumbai
<b>Experience Required</b>	8+ years
<b>Job Purpose</b>	<ul style="list-style-type: none"> <li>● Enterprise Sales of Cyber Security Services &amp; Products</li> <li>● The role requires sales &amp; key account management to incubate and grow sales for a new cyber security platform</li> <li>● Consultative Solution Sales Expert</li> </ul>
<b>Tags#</b>	#platformsales #cybersecurity #softwaresales #Enterprisesales #directsales #salesleadership #cybersecuritysales #itsales
<b>Job Responsibilities</b>	<ul style="list-style-type: none"> <li>● Achieve sales targets on a quarter-on-quarter basis with monthly goals to be managed by high degree for forecast accuracy</li> <li>● Work with the product specialist team and encourage cross team collaboration</li> <li>● Work to build adequate sales pipeline and follow the rigors of pipeline management</li> <li>● Responsible &amp; accountable for a defined territory to achieve Overall Revenue Targets</li> <li>● He/she could be required to be either individual contributor or to manage a few sales team members</li> <li>● Leverage partnerships with Channels &amp; System Integration (SI)</li> <li>● Managing complex commercial/legal negotiations/contracts</li> <li>● He/she could be required to represent Lucideus in various events and conferences and should be comfortable presenting to large audience</li> </ul> <p><u>Key Requirements:</u></p> <ul style="list-style-type: none"> <li>● Work closely with CXOs of the top enterprises across India</li> <li>● The person should have industry connects with CIOs/CTOs/CISOs across various verticals</li> <li>● The person should have sales &amp; account management experience in Cyber Security services / IT Software / Hardware /Service.</li> </ul>
<b>Skills Required</b>	<ul style="list-style-type: none"> <li>● Ability to absorb product knowledge</li> <li>● Strategic prospecting skills</li> <li>● Sales Planning &amp; Accurate Forecasting</li> <li>● Market Knowledge</li> <li>● Presentation Skills</li> <li>● Negotiation Skills</li> <li>● Crafting Potential Solutions</li> <li>● Relationship Building</li> <li>● Account Management</li> <li>● Excellent analytical skills and the ability to manage complexity.</li> </ul>

	<ul style="list-style-type: none"><li>• Concept Selling</li></ul>
<b>Education Qualification</b>	B.Tech / B.E./BCA etc is mandatory, MBA degree is preferred
<b>Working Conditions</b>	Monday to Friday with 1st Saturday working