

Sales Director

NY/NJ, Connecticut, Boston, Atlanta, North Carolina, Florida, Washington DC

Experience: 7+ years

Core Responsibilities:

- 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
- Achieve sales targets on a quarter-on-quarter basis with monthly goals to be managed by high degree for forecast accuracy
- Work with the product specialist team and encourage cross team collaboration
- Work to build adequate sales pipeline and follow the rigors of pipeline management
- Responsible & accountable for a defined territory to achieve Overall Revenue Targets
- He/she could be required to be either individual contributor or to manage a few sales team members
- Leverage partnerships with Channels & System Integration (SI)
- Managing complex commercial/legal negotiations/contracts
- He/she could be required to represent Lucideus in various events and conferences and should be comfortable presenting to large audience

Experience/Qualification/Essential Skills:

- B.Tech / B.E./BCA etc is mandatory, MBA degree is preferred
- Work closely with CXOs of the top enterprises across USA
- 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 /Service
- Ability to absorb product knowledge
- Strategic prospecting skills
- Sales Planning & Accurate Forecasting
- Market Knowledge
- Presentation & Negotiation Skills
- Crafting Potential Solutions
- Relationship Building
- Account Management
- Excellent analytical skills and the ability to manage complexity.
- Concept Selling