

# Territory Account Manager

**Delhi/Mumbai/Bangalore| Experience: 10+ years**

## **Core Responsibilities:**

- Enterprise Sales of Cyber Security Software
- The role requires Sales and Key Account Management to incubate and grow sales for a new cyber security platform and nurture relationships with CXOs
- Achieve sales targets on a quarter-on-quarter basis with a high degree for forecast accuracy
- Work to build adequate sales pipeline and follow the rigors of pipeline management
- Responsible & accountable to achieve Overall Revenue Targets of Territory
- Leverage partnerships with Channels & System Integration (SI)

## **Essential Skills, Experience and Qualifications:**

- B.Tech / B.E./BCA etc - MBA degree is preferred
- Work closely with CXOs of the top enterprises
- Should have industry connects with CIOs/CTOs/CISOs across various verticals
- 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
- Demonstrated ability to meet/exceed sales quotas
- Market Knowledge
- Presentation & Negotiation Skills
- Excellent analytical skills and the ability to manage complexity
- Concept Selling