

Job Description

Job Role	Senior Sales Leader
Sub Team	Enterprise Business
Location	Delhi / Mumbai
Experience Required	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"> ● 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 <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 /Service.
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 ● Excellent analytical skills and the ability to manage complexity.

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

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