

## **Education Background**

- Post Graduation: MBA
- Graduation: B.Tech (CS/IT Preferred)

## **Job Description**

The Sales Manager will be responsible for end to end sales life cycle which includes-

1. Generating qualified leads through different channels and scheduling meeting with the decision makers.
2. Understanding clients' diverse, specific business needs and presenting them the appropriate solution to meet those needs;
3. Preparing a world class proposal which covers the detail on the client requirement, solution, methodology and benefits.
4. Negotiating and closing the deal without giving in on pricing. Focus always on customer satisfaction by quality of services and solutions.
5. Quick responsive to client queries and questions. Building a trust and deep relationship with the client.
6. Maintaining awareness and keeping abreast of constantly changing security industry solutions and products; Keeping track of competitions.
7. Ensure strong relationship with clients to drive repeat business with the customer.
8. Provide technical first hand technical advice to the client on the security services and products.
9. Meeting sales targets with help from team members
10. Responding to tender documents, writing proposals, reports and supporting literature
11. Managing workload in order to organize and priorities daily and weekly goals

## **Candidate Profile**

1. Knowledge and experience of having worked on security products and services selling. Passionate about selling with getting things done attitude.
2. Minimum 3 years of work experience in a security sales & business development role
3. Proven track record of achieving allocated targets and an established track record of success selling in a highly competitive environment as well as that of direct Sales selling complex solutions to large organizations and multiple decision makers in high-tech products and/or service
4. An experience in developing strategic channel and enterprise security partnerships would be an advantage
5. Excellent written, oral and presentation skills combined with strong interpersonal skills as well as technical skill sets which allow the individual to develop relationships at engineering, commercial and CXOs levels throughout organizations
6. Knowledge and experience of complete sales cycle management from prospecting to closing enterprise agreements
7. Ability to think/act strategically and tactically. Ability to lead a team.
8. An experience of responding to RFP's and tenders will be ideal