

Sr Manager Sales - EBU

Lucknow, U.P/Delhi | Experience : 5-6 Years

Job Description :

- Builds Tie-ups for Corporates and Security Agencies in PAN India
- Enterprise Sales of Cyber Security Training and Services.
- The role requires sales & key account management to incubate and grow sales for a new cyber security Services and nurture relationships with Directors, Government Organisation's.
- Achieve sales targets on a quarter-on-quarter basis with monthly goals to be managed by high degree for forecast accuracy.
- Work to build adequate sales pipeline and follow the pipeline management.
- Responsible & accountable to achieve Overall Revenue Targets - PAN India
- Represent Euinac in various events and conferences and should be comfortable presenting to large audiences.

Job Requirement :

- B.Tech CSE/BCA with MBA
- Work closely with CEOs, Government Organisation of the top enterprises across India
- The person should have sales & account management experience in Cyber Security.
- Strategic planning Skills
- Sales Planning & Accurate Forecasting
- Cyber Security Market Knowledge
- Presentation & Negotiation Skills
- Concept Selling