

Company Introduction –

- Information Security & Data Analytics Series A funded company
- Working in cutting edge technologies - Using AI for predictive intelligence and Facial Biometrics
- Among Top 5 Cyber excellence companies globally (Holger Schulze awards)
- Bronze award for best startup of the year (Indian Express IT awards), only cyber security company in top 3
- More than 100+ clients in India

Job Description

- Cold call, direct email, and perform other lead generation activities.
- Account Identification and acquisition
- Develop a trusted advisor relationship with key accounts, customer stakeholders and executive sponsors
- To Build business through recognizing prospects in the Govt and Enterprise verticals
- Proven ability to manage multiple account management projects at a time while paying strict attention to detail
- Participation in events and activities to represent Innefu at industry forum
- Competitive analysis in the industry
- Achieve sales quotas.
- Develop scripts.
- Maintain contact with dealers and distributors.
- Ensure customer satisfaction.
- Travel to different locations to make sales calls.
- Maintain reports.
- Generate numbers for company to determine if sales goals have been met.
- Managing the business relationships with clients
- Presentations and Demonstrations
- Proposal submission
- Achieving Targets
- Communicate clearly the progress of monthly/quarterly initiatives to internal and external stakeholders
- Develop new business with existing clients and/or identify areas of improvement to exceed sales quotas

- Forecast and track key account metrics (e.g. quarterly sales results and annual forecasts)
- Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analysing sales options.
- Networking with the customers / prospects to build a strong pipeline of potential opportunities

Necessary Skills

- Experience of selling IT Solutions in Enterprise and Government departments
- People and Team Management
- Having high degree of self-motivation and ambition
- Capability to grow in a competitive environment
- Excellent listening, negotiation and presentation skills
- Excellent communication (verbal and written) skills

Education

- B.Tech / BE Graduation Degree + MBA in Sales and Marketing

Experience

5- 15 Years