

Role: Inside Sales/Business Development - US Region

Position (S): 1

Location: Bangalore

Job Descriptions:

The Inside Sales / Business Development Representative (ISR/BDR) is responsible for prospecting, penetrating target accounts, expanding product sales from net new prospects and the existing customer base, developing and closing deals and working collaboratively with field team. The ISR/BDR works closely with the Business Manager. This individual must be able to understand the prospect/customer environment from both business and technical perspectives, and position ILantus's solutions to key decision makers. Experience with Product / solution selling in the security software space is highly desirable. We're looking for someone who has a great attitude, Passion for sales, loves to win, and has strong business ethics and good communication skills.

Responsibilities:

- Achieve or exceed assigned sales target.
- Responsible for creating, closing, tracking and reporting results of sales opportunities.
- Nurture ISR-driven opportunities through the sales cycle to close.
- Lead Generation for US and other region also based on organization requirement with following experience – Linked prospecting Google Research Calling - Board line Number.
- Work collaboratively with Business Manager on follow up of incoming leads.
- Research companies and contacts using historical lead information, company web site, and articles to develop a whitespace target list and cold call into those accounts.
- Provide presentations to prospects via calls, WebEx.
- Schedule, facilitate, and introduce demos and meetings for field team as appropriate.
- Routinely check in on existing customers and position additional ILantus solutions for new requirements.
- Accurately manage, track and forecast sales opportunities.

Required Skills:

- 6 – 10 years of experience in Enterprise Software sales, Enterprise application, Cloud Solutions etc. Preferably in the security market but not mandatory.
- Technology sales experience in the Enterprise Application, SAAS and Cloud based, Network Security Market / IDAM / IAG is an added advantage.
- Demonstrated track record of success in achieving and exceeding assigned revenue goals.
- Proven excellence in all methods of communication.
- Ability to understand the prospect/customer environment from both business and technical perspectives and position Iltantus solutions.
- Must be able to work well under pressure, manage competing priorities, and meet deadlines.
- Strong work ethic, ability to adapt to rapidly-changing environments.