

Role: Inside Sales Executive - US Region

Position (S): 2

Employment Type: Full-time

Job Functions: Inside Sales, Business Development

Office Timing: 6 pm to 3 am

Location: Bangalore

About the Company: -

ILANTUS is a global leader in Identity and Access Management. With 19 years' experience ILANTUS has built products that are breakthrough and unique. ILANTUS is looking to achieve 100% plus YoY growth.

Position Details: -

The selected candidate will be responsible for generating and qualifying leads in US. ILANTUS pays higher than the industry average and right candidates can expect compensation in the top 5% of the industry.

We are looking for entrepreneurial attitude, sound communication skills. Most importantly we are looking for people with the passion to see beyond general day to day work, ability to maintain a good working culture, and passion for sales. We promise excellent growth opportunities for the right candidates.

Key Responsibilities: -

- Identify and Generate leads through networking and other sales tools.
- Develop new leads through cold calling, email marketing, and LinkedIn prospecting.
- Effectively utilize Sales tools for pipeline development, tracking lead nurturing progress (Forecasting), developing monthly, quarterly level forecasts.
- Ability to identify decision makers and influencers in all accounts.
- Schedule, facilitate, and introduce demos and meetings for field sales team as appropriate.
- Understand the needs of the market and share insights with product and marketing teams.
- Be proactive about solving problems even if it's outside of your area and be ready to take on additional initiatives and responsibilities as they emerge.
- Seek out opportunities to be a leader and do everything you can to help the company achieve its larger objectives.

Required Skills:

- 3 – 5 years of experience in Enterprise Software industry. Preferably in the security domain (not mandatory).

- 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 business perspective and position ILANTUS products.
- Must be able to work well under pressure, manage competing priorities, and meet deadlines.
- Strong work ethic, ability to adapt to rapidly-changing environments.