

Job: Sales Head - India

Experience: 5 + years

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 India. 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.

Job Responsibilities

- Working on India business reporting into the Sales Head.
- Responsible for revenue numbers on a quarterly basis
- Ability to work with partner channels and work with them to various partner leads
- Need to work closely with the marketing team, presales, sales and implementation team for deal closure.
- Manage the leads throughout the lifecycle

Required Skills:

- 5 + years' experience in direct selling and selling through partners
- Positive, Self-starter & Proactive
- Highly motivated with ability to handle multiple tasks and deliver on deadlines.
- Excellent communication and networking skills.
- Preferred from a consulting sales background and worked in large IT product development/ service-based companies.
- Security sales experience in India market would be an added advantage
- Willingness to travel extensively

Qualification:

- Hard-core successful sales experience