

Office location- **Andheri East**

Office time- **10.00 am to 7.00 pm**

Working days- **Monday to Saturday full day working, only 03rd Saturday will be full day Off.**

About the job

As a cybersecurity sales specialist, you will help customers understand the value of cybersecurity solutions and develop new and lasting relationships in a variety of accounts. In this high velocity role, you will work in specialised and highly capable teams to focus on small and mid sized enterprise businesses.

Main responsibilities

- Working with end customers to build a pipeline of deals and coordinate closure
- Own the entire sales process from prospect to close
- Maintain accurate pipeline management with expert-level forecasting
- Cultivate, grow, and understand customer needs to successfully close business.
- Demonstrate cybersecurity technology to clients

Who you are:

- A graduate with a PGDM or MBA degree
- Have 5+ years of sales and business development experience in selling cybersecurity solutions, qualifying leads, and developing opportunities (pipeline)
- Possess a business understanding in cybersecurity technologies like endpoint security, firewall solutions, ZTNA, cloud security, and related technologies.
- Have a business background that enables engagement with business decision making
- Strong communication, listening, and organisational skills
- A clear understanding of how to frame client business and technical imperatives and inspire confidence with a variety of internal and external constituents.