

# Job Description

JD reference no. 104.A  
No. of vacancy: 2

<b>Designation</b>	Associate Vice President
<b>Department</b>	Enterprise Business Development
<b>Report to</b>	CEO
<b>Location</b>	<b>Beijing/Honk Kong/San Francisco/New York/Netherlands</b>
<b>Experience Required</b>	4-6 Years
<b>Job Purpose</b>	Business Development
<b>Tags#</b>	#businessdevelopment #keyaccountsmanager #endtoendsales
<b>Job Role</b>	<p><b>Results and Growth:</b></p> <ul style="list-style-type: none"> <li>• Handle business development &amp; expansion</li> <li>• Create revenue strategies, account plans and business processes for dedicated account management</li> <li>• Work closely with our partners/clients to deliver on revenue targets</li> </ul> <p><b>Strategic Prospecting:</b></p> <ul style="list-style-type: none"> <li>• Utilize a structured approach for identifying and measuring the quality of potential new business initiatives</li> <li>• Proactively prospect in the Territory to create opportunities &amp; interact with top management level. Map out the key players for potential new business initiatives and determine/document appropriate sales strategy</li> </ul> <p><b>Consultative Sales:</b></p> <ul style="list-style-type: none"> <li>• Effectively advise and influence the customer especially within the development of business needs, decision criteria, and creation of framework, through consultative selling techniques and relevant marketing/sales campaign</li> <li>• Execute high quality one on one discussions utilizing advanced questioning and influencing skills with customer IT business leaders. The objective being to influence the corporate strategy regarding the practice of Information Security</li> <li>• Execute high quality one on one discussions utilizing advanced questioning and influencing skills with IT / CISO level managers</li> </ul> <p><b>Opportunity Management:</b></p> <ul style="list-style-type: none"> <li>• Maintain the Account Plan in accordance with the established Account Plan standard</li> <li>• Continuously develop the account to ensure repeat business combined with a proactive focus on developing new business opportunities</li> </ul>

<b>Skills Required</b>	<ul style="list-style-type: none"> <li>• Understanding of the Cyber Security Space</li> <li>• Excellent communication and presentation skills in all forms</li> <li>• Passionate about people and relationships</li> </ul>
<b>Education Qualification</b>	An MBA with B.Tech in Computer Science or IT preferred
<b>Age bracket</b>	27-32 years
<b>Working Conditions</b>	Monday to Saturday
<b>Other / Special Requirements</b>	Person should have hunger to think beyond conventional growth trends industry wide