**Company Name:** Panacea InfoSec Pvt. Ltd.

**Job Location:** Delhi

**Profile- Business Development**

**Experience**: 5-10 years

**Qualifications:**

* Preferably have sales and account management experience in Cyber Security services / IT Software / Hardware /Service

**Skill Sets:**

* Preferred Skills
* Ability to absorb product knowledge
* Strategic prospecting skills
* Sales Planning &amp; Accurate Forecasting
* Market Knowledge
* Crafting Potential Solutions
* Relationship Building &amp; Account Management
* Excellent analytical skills and the ability to manage complexity

**Job Description:**

* Set up a winning global sales organization.
* Develop and drive joint business planning including revenue and unit goals. Create and implement key  
  segment growth strategy across all products and services offerings.
* Responsible for driving Panacea’s global B2B strategy.
* Work closely with CXOs of the top enterprises across India to deliver on Panacea’s brand promises to the hilt.
* Achieve sales targets on a quarter-on-quarter basis with monthly goals to be managed by high degree for  
  forecast accuracy.
* Work to build adequate sales pipeline and drive the rigors of pipeline management.
* Work with the services and product specialist teams and encourage cross team collaboration.
* Manage the different regions to ensure Overall Revenue and Profitability achievement.
* Develop individual business plans for each country / region.
* Manage complex commercial/legal negotiations/contracts.