



Sales Lead, India

Bangalore region

EfficientIP is a network automation and security company, specializing in DDI (DNS, DHCP, IP Address Management). Our Smart DDI approach offers enterprises and service providers a unique appliance-based solution to intelligently simplify and automate design, deployment and management of their critical network infrastructure. Through patented technology, our 360° solution suite secures DNS services to safeguard sensitive data and ensure application access. Companies in all sectors rely on our offerings to face the challenges of key IT initiatives such as cloud, IoT, 5G, and mobility.

Job description

Reporting line : VP Sales APAC

Efficient IP offers a fast-paced, action-oriented environment. We promote a culture that embraces innovation, change, teamwork, and strong partnerships. This is a new role as a result of growth in the India market. As the sales lead, you will further help drive sales of Efficient IPs solutions & services.

Responsibilities

- Direct sales through a 1 or 2 tier distribution approach depending on the Regions targeting the most significant potential customers across the Market.
- Primarily verticals Telco/ISP's, High Education, Retail, Local and central Government. These prospects are either companies looking for DDI solutions or looking to replace their existing DDI solution.
- Deliver Sales in line with objectives that will be defined and agreed upon in a compensation plan. Sales revenue is made from Products, First Year Maintenance, and Professional Services.
- Establish/maintain appropriate distribution channels with the key players in the targeted regions with a focus on 3/4 of them per Region to make sure they adopt Efficient IP technology, are "certified" and confident with selling Efficient IP solutions.
- Ensure EfficientIP is giving a high quality of service in the territory and protect the existing maintenance renewal
- Coordinate with HQ and send the regular reports following the policies and processes in place

Skills & Abilities

- A proven software solution sales professional with at least six years experience
- A successful track record selling complex software solutions in companies like:
 - Software Vendors in the Security environment
 - Providers of network solutions
 - Direct Competitors
- A hunter profile with experience in direct sales
- The ability to quickly develop tactical deals in the short term that will form the basis for an enterprise-wide relationship in the medium / long term
- Strong understanding of network solutions (e.g., IP Management, IP servers like DNS & DHCP)
- The ability to work in a small entity, in growth mode
- Prior experience using a CRM / Sales Force Automation system (SalesForce.com, Siebel, Sugar)
- A strong communicator and the ability to communicate sales opportunity analysis, accurate, timely forecasting
- A team player and ability to collaborate with other team members

What We Offer

We offer a great opportunity to grow with our company, in a rapidly advancing and strongly innovative environment.

At EfficientIP, we fully believe in congeniality in the workplace and in our relationships with our customers, partners and colleagues. We ensure a positive work environment that is encouraging, enthusiastic and motivating to our team. This approach breaks down barriers in order to stimulate our company's ambition of constant overachievement.

You will be part of a fun & ambitious team!

To apply, please send your cv and cover letter to careers@efficientip.com