

JOB IDENTIFICATION

Position Title: Sales Account Manager - IN

Location: Okhla, Delhi

Department: Sales - India

Unit: GMO GlobalSign, India

Reporting into: Manager - Sales India

ABOUT GLOBALSIGN

Established in 1996, GlobalSign is the leading provider of trusted identity and security solutions enabling businesses, large enterprises, cloud service providers and IoT innovators around the world to secure online communications, manage millions of verified digital identities and automate digital signing, authentication, and encryption. Its high-scale PKI solutions support the billions of services, devices, people, and things comprising the Internet of Everything (IoT). The company has offices in the Americas, Europe, and Asia.

GMO GlobalSign Certificate Services Private Limited has also been certified as 'Great Place to Work' Effective from the year July 2022. This is another step for us on our journey of building a High-Trust and High-Performance Culture. GlobalSign India also has fared much better than Top 75 Great midsize companies.

JOB SUMMARY:

The Sales Account Manager (SAM) will assist GlobalSign Sales team, and be responsible for achieving or exceeding the company's sales targets, managing the company's sales accounts for that region via written/phone/on-site visit, generating growth for the company's sales and hence profit through successful customer contract negotiation, providing a professional contact point for the company's customers and where necessary interfacing with the other departments (Vetting/Client Services located in the UK.) on behalf of the customer to provide superlative sales service.

JOB RESPONSIBILITIES:

- Meeting Personal Targets
 - To meet or exceed the personal targets set by the company in order for the company to meet its goals.
 - SAM must be proactive, driven and use their initiative in order to meet their targets.
- Generation of New Business
 - The SAM is responsible for generation of new businesses, targeting specific potential clients and general market verticals, using various cold calling techniques, industry shows/networking events, be resourceful and proactively developing a successful customer base.
 - The SAM must efficiently and effectively follow up all leads and is responsible for negotiation with new and existing customers to obtain sales.
 - The SAM must manage and track all opportunities and have the ability to generate new lead
- Account Management
 - SAM must manage and maintain a designated account base (either set by the company and/or acquired by the SAM)
 - SAM must have competent and professional written and verbal communication and presentation skills.
 - SAM must be diligent and use good levels of organizational skills in order to provide the best levels of sales service.
 - SAM must regularly contact the account base and visit contacts, to grow sales business within each account and is responsible for maintaining contacts at all levels within an account or potential account (i.e. IT manager's, CTO/CIO/CEO, Director, Buyer etc.).
 - SAM must be comfortable communicating at all levels, be available to travel at short notice and must always maintain a professional image with all communications with the company's customers or potential customers.

- **Team Co-ordination**
 - The SAM must work effectively and with good humor within the Sales team being ambitious, driven and self-motivated but to also be able to motivate and work with others within the team.
 - The SAM must always maintain a professional image within the team.
 - The SAM must also work effectively with other members of the company as part of the wider team to ensure customers' requirements are dealt with in the best possible way.
- **Compliance/Administration**
 - Due to the importance of security and trust placed in company's products and services, SAM must understand and comply with any and all of the company's security policies and Webtrust standards, particularly our Client Logical.
- **Security Policy and User Guidelines**
 - The SAM must be diligent and active in maintaining high personal standards of security and be mindful of the company's security processes.
 - The SAM is also responsible for effective and efficient use of the company's CRM(Salesforce) database system in their day-to-day Sales activities and must strive to ensure timely and accurate entry and always editing of data.
 - In addition, SAM will be required to use various PC based tools in their normal day-to-day duties and hence should be familiar with MS Office applications (Word, Excel, PowerPoints etc.) It is anticipated that the SAM may carry out additional hours of work as they consider necessary and at their discretion to meet their personal targets.

REQUIRED SKILLS:

- Proven 3-7 years of account management or relevant experience.
- Experience in IT Sales.
- Experience in delivering client-focused solutions based on customer needs.
- Excellent listening, negotiation and presentation skills.
- Excellent verbal and written communications skills.

SECURITY RESPONSIBILITIES:

At GlobalSign we believe that security is the responsibility of every employee. We therefore expect the employees to minimize risk by reducing and preventing the impact of information security threats to GlobalSign, as to protect against loss of confidentiality, integrity, and availability. All GlobalSign employees are held responsible for maintaining the required level of information security within the scope of their job function. The GlobalSign information security framework clearly defines and documents these responsibilities, as well as responsibilities for individual information assets and security processes.

At a minimum, the responsibilities include:

- Using information assets for authorized purposes only.
- Understanding the security classification of information assets and using the information assets accordingly.
- Not disclosing or releasing direct or indirect information assets to any third-party without appropriate authorized management approval.
- Protecting information assets placed in the care of users from misuse, disclosure, theft, and destruction, whether it is by accident or deliberate means.

GlobalSign employees will be required to sign the Acceptable Use Policy that stipulates their responsibilities in terms of information security at the start of their employment and at any time these are update.

BENEFITS:

- Work with one of the Great Places to Work among top 75 mid-sized companies.
- Meaningful and rewarding work that is performed with integrity.

- A culture of learning in collaboration with great young colleagues and leaders.
- A unique career journey shaped by your talent and curiosity.
- Support and trust to thrive in your career and life.
- Get Insurance against your and immediate family's health.
- Get a Flexible Working Hours environment.
- Vaccinate yourself by reimbursing the cost.
- Make Fun C Friends at Office, Go for outings and yearly off-sites.

APPLICATION PROCESS:

If you satisfy the qualifications described above, find our business compelling, and are committed to exemplifying our “One GlobalSign Way” behaviors consistently, we encourage you to submit your application. Please forward your cover letter and current CV/resume to hr.in@globalsign.com

As you read through, You understand that by continuing to apply for this vacancy, you are agreeing to the processing of your personal data, subject to GlobalSign's [Privacy Policy](#)