



## Information Security Sales Executive

The Information Security Sales Executive has direct, quota-carrying sales responsibility in the targeted markets of financial services, resources, healthcare and federal agencies. The representative will identify prospect needs and propose solutions to fulfill those needs either through the company or together with a dedicated partner. He/she will respond to inbound inquiries in addition to doing outbound sales activities with partners and customers. Emphasis will be around mid-sized enterprises who desire a managed security service solutions. Must be able to work with and call on all levels of an account including engineers, mid and upper level management and the CxO level.

There are 3 positions open covering Toronto, New York City and Southwest USA.

### Requirements:

- 10+ years of sales experience in an Enterprise sales group, focused on mid-sized to large enterprise sales opportunities.
- 5+ years of successful selling network infrastructure and/or network security (Firewalls, IDS, IPS, NAC, VPN, Log Management, SIM/SEM) products and services in the mid-size enterprise environment.
- Demonstrated experience in closing enterprise deals.
- Must be able to work with little direction and identify, qualify, and close major opportunities.
- Must be able to understand and represent security technology.
- Must understand and be able to work with the federal procurement process.
- Demonstrated ability to exceed quota.
- Ability to interact with partners at all levels with demonstrated experience selling to the executive-level customer.
- Excellent time management skills.
- Strong analytical capabilities necessary (Excel, financial analysis of deals and pricing)
- Excellent verbal, written and presentation skills.
- Demonstrated strong achievement against quota.
- Develop and maintains lasting customer relations

### Desirable

- Experience using Salesforce
- MSSP experience
- Past experience as an SE

In addition to our competitive compensation packages, we have an employee benefits program, employee assistance program and a generous stock option plan. Our offices are based in Cambridge, conveniently located close to Hwy 401. References and a criminal background check are required. Travel up to 75% of time (if not located in market)