

Senior Enterprise Account Executive with INSI

Travel is 25-40%

INSI has a great opportunity for Senior Enterprise AEs with 10+ years of Sales experience and 5 years or more in the Security space; prefer candidates to have PenTesting Sales experience.

Ideal candidate has solid info security experience, is a top performer with relationships at companies with >\$1 Billion in sales and 3,000+ employees.

Job Responsibilities:

Identify, cultivate and close new direct business sales within Enterprise and Corporate markets
Meet and/or exceed predetermined Sales objectives and pipeline development objectives
Coordinate and participate in end user sales calls with and without VARs to close business
Have direct input into, and implement the regional sales plan while operating within the guidelines of company's worldwide sales strategy
Lead the sales activities for the our business across the region;
Manage all aspect of client relations. Be responsible for the complete sales cycle;
Responsible for reporting sales activity in accordance with management requirements and tools. Make recommendations where appropriate for; Sales (budgeting, forecasting and actuals) customer satisfaction, management objectives, and other measureables.

Essential Requirements:

A natural hunter with a proven successful Enterprise Sales experience exceeding targeted objectives (track record)
Proven success in selling to big ticket End Users
Significant experience in selling complex investment goods and/or networking equipment (ideally software and/or a total solution based product portfolio)
Ability to manage one-self and be independently driven, yet work in team environment
Experience in selling in the information security environment
Outstanding verbal, written and presentation skills
Ability and experience working in a highly fast paced environment
Able to effectively prepare, justify and communicate sales forecasting and delivery measurables;
Enthusiastic, hard working with a mature attitude;
Desirable Requirements:
High level contacts within both Government and Commercial sectors as well as within the Distributors, VAR*s and Systems Integrators;
Understanding or appreciation of quick start, high growth business establishment;
Demonstrable experience in managing sales budgets and profit and loss
Experience and Qualifications:
Ten years experience in Senior sales positions within Technology, Security or similar environment;
Degree educated or tertiary qualifications in information technology or demonstrable equivalent experience;

Performance Criteria:

Achieve revenue targets in line with the business plan.
Meet and exceed pipeline development goals
Develop profitable regional businesses