

Listing Date: 1/5/2018

Job Title: IT Security Mid-Market Solution Sales – High Growth Information Security Market

Description:

Security is one of the hottest markets for solutions that help companies plan, assess risks, and managed threats. We are looking for a highly motivated solutions sales professional to drive continued high growth in our successful IT security business. Your mission will be to grow our services and managed security services sales to business customers and prospects. Responsibilities will include selling security solutions comprised of high margin professional & managed security services and complementary security products. This sales position is a mix of inside sales and primarily local outside sales.

This is a challenging and rewarding opportunity with an opportunity to really make an impact. The ability to move and grow with our company is definitely a benefit of working at eSecurity Solutions. We are a team of overachievers who thrive in a fast-paced environment and have achieved very high growth in the hot IT security industry.

eSecurity Solutions leverages its relationship with the industry's leading security product manufacturers, and then adds its own security compliance managed security and professional services nationally. Our sales staff provides knowledgeable consultative solutions leveraging a strong local and national marketing, and top-tier vendor relationships. Check us out at <http://www.eSecuritySolutions.com>

Objectives

- Proactively generate new opportunities by regularly calling current customers, leads, database prospects, and targeted company call-outs
- Convert Leads into long term full cycle solutions customers
- Position eSecurity Solutions as a security expert and trusted adviser
- Develop current customers into broad service based solutions customers (Up-sell and cross-sell)
- Manage Customer license, support and contract renewals
- Evangelized sales of advanced compliance level security solutions (including risk Assessments, 24x7 managed security services, and security products)

Desired Skills

- Experience selling IT or security professional and/or managed services with monthly recurring revenue
- Strong solution selling customer relationship experience
- Strong Selling and written and oral communications skills
- Ability to up-sell and cross-sell
- Ability to sell technology solutions
- Use of direct marketing to nurture customer/prospect base
- Strong closing skills
- Strong computer and application skills and ability to effectively and efficiently use the PC to plan, generate quotes, track and manage customers and prospects in CRM system. This should include fluency with a current CRM system, Microsoft Office products, acrobat, Web applications
- Intelligent, resourceful and problem solving
- Strong team player
- Good decision maker
- High energy, highly motivated -- Motivated by achievement, accomplishment and success
- Strong work ethics, stable and reliable
- Strong organization and personal time management skills

Compensation

- Varies depending on sales experience & success selling to business products & services.
- Base + uncapped commission

Total compensation will depend on experience and position

Submit Resumes to: hr@esecuritysolutions.com