



A2N IT MATTERS.
SECURE IT.



JOB POSTING: Sales Account Executive

- Experienced IT Security Sales
- Self-Managed and Highly Motivated
- Customer Service and Business Focused

The A2N team is seeking a Sales Account Executive with experience selling cyber security solutions and services to a well-established customer base. You must be hungry, as a key part of our sales team you will manage, promote, and sell our solutions into freshly cultivated accounts. You'll be responsible for all aspects of the sale, including pricing negotiations, contract development, order fulfillment, building new relationships and expanding & improving business with existing customers. As a Sales Account Executive, you will also be responsible for coordinating internal resources including sales engineering support and technical support, and working with customers to establish and grow C-level relationships. You must be comfortable working with partner sales and services organizations as well as IT and business executives, with extensive experience developing and implementing sales plans.

Reporting Relationship:

- This position reports to the President

Qualifications:

- 5 to 10 years IT security (or related industry) sales and customer management experience
- A demonstrated track record of success, preferably in the software or IT industry
- Bachelor's degree, preferably in business, marketing, or other technical discipline or equivalent
- Solution sales mentality in an environment with multiple products and services
- Sales experience with cyber security, networking, cloud, virtualization, and emerging technologies is an advantage
- Solid understanding of the complete sales cycle management, from prospecting to closing
- Ability to work as part of a dynamic team while demonstrating flexibility, autonomy, and initiative
- Excellent communication skills; strong English language skills are a plus
- Outstanding written and presentation skills
- Industry certifications highly preferred: CISSP, CISA, CISM, CGEIT, CRISC, CCSK
- Personal vehicle required
- Local Ontario Police clearance mandatory

Primary Job Responsibilities

- Promote and sell cyber security solutions into customer accounts
- Manage customer accounts with a focus on customer service and future opportunities
- Direct sales activities, including: cold calling, quotation preparation, contact management and administration, gathering of competitive intelligence and other general sales activities
- Respond to RFP / RFQ / RFI and create written proposals to win business
- Meet assigned sales quotas by acquiring new customer accounts and renewing and growing existing relationships
- Call on prospective customers, providing technical and administrative product information, demonstrations, and price quotes
- Accurately forecast and close sales in alignment with company goals

SEND RESUME TO: INFO@A2N.NET **SUBJECT:** JOB POSTING – SALES ACCOUNT EXECUTIVE