Cyber Security Engineer Job

Employer Name:

SpiderID: 12460846

Location: Texas, Texas

Date Posted: 4/26/2022

Wage: Negotiable

Category: Information Technology

Job Code: B5C3

In the role of Account Executive you will be responsible for giving product demos, managing a sales pipeline and building relationships to generate new business.  
  
   
  
\* You are someone with fire in the belly and a drive to succeed.  
  
\* You have at least 3 years experience selling technology solutions over the phone  
  
\* Must have experience doing online product demos and selling SaaS solutions end to end  
  
\* Proven track record managing sales cycles from technical and business champions to the C-level decision maker  
  
\* Must have track record of consistently hitting quota requirements and building long term relationships  
  
\*Formal Sales Trainer programs a big plus (Example: Challenger, Sandler)  
  
\* Must live within commuting distance to Austin, TX (The job is hybrid work from home 3 days, commute to office 2 days per week)  
  
\* Minimum of Bachelors Degree Required  
  
\* Should be familiar with Salesforce and/or other common CRM tools  
  
Experience:  
  
software sales: 2 years (Preferred)  
  
All qualified applicants will receive consideration without regard to race, age, color, sex (including pregnancy), religion, national origin, disability, sexual orientation, gender identity, marital status, military status, genetic information, or any other status protected by applicable laws or regulations.  
  
   
  
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Start Date:   
  
  
Position Type: Full-Time Permanent  
  
  
Years of Experience Required:   
  
  
Education Required:   
  
  
Overnight Travel:   
  
  
Vacation Time:

Contact Name: GPAC

Company: GPAC