

Enterprise Sale Executive

The AOH Enterprise Sales Executive will communicate present & demonstrate AOH product & services solutions. During the sales cycle the Enterprise Sales Executive will work with the IAM engineering team to architect solutions, identify vendor solutions that meet the client's requirements and position competitive solutions. The Enterprise Sales Executive will also be responsible for identifying needs and selling services. Writing and presenting skills are a must.

- Strong background in Information Security & Identity Access Management
- Deep understanding of complex government agencies, contract programs etc
- Establishing strategic business relationships within Corporate, Education & Enterprise Accounts
- Previous identity experience hard requirement

Responsibilities

- Effectively translate customer requirements
- Maintain certification with top partners
- Apply vendor solutions that address technical requirements

Requirements

- 5-7 years of services sales experience
- 5-7 years of information security experience
- EXCELLECT customer service skills
- Strong communication skills (phone and email)
- Self-managed and team oriented