US Sales Director

Description

Edgescan is seeking to hire a US Sales Director. After recent expansion into North America, there is now a specific need for a 'Director' level hire on the ground in the U.S. to drive sales and build revenue

The role will have two functions

- Support the growth of Edgescan
- Support the growth of Edgescan Partners

Key responsibilities but not limited to:

- $1.5m-$2m annual revenue, with the typical sales cycle being 3-6 months.
- New Business Hunter on the East Coast, with about 30-40% travel.
- Selling Cross-Vertically, making C Level enterprise deals with company CISOs.
- Be part of the companies massive exponential growth as they look to gather more funding and lock down their GTM strategy.

Required

- 7+ years selling Cyber Security SaaS solutions
- Ideally from Vulnerability management/Risk/GRC space
- They should be proficient in sales leadership, ideally from a 'grass roots' environment. Smaller startup environments.
- Proven experience as a New Business Hunter – "absolutely, not a farmer, we need a hunter, someone with good presence."
- They should have experience with multiple stakeholder deals, able to navigate landscapes to identify and deal with multiple C-suite decision makers
- Knowledge in information security technologies & cyber threat actors, cyber-crimes and fraudulent activities targeting various industries
- Dynamic individual and team player with positive working attitude
- Good communication and written skills
- Relevant diploma or degree qualifications in Information Technology or Cyber Security
- edgescan are flexible on the location of the perfect candidate
- Preferably based on the east coast

Where to Apply
Please send your CV to careers@edgescan.com.

About Edgescan

Edgescan provides fullstack vulnerability management for thousands of systems globally. Combining advanced technology with consultant expertise, edgescan delivers application and hosting/cloud environment security solutions that reduce risk, reduce cost and help ensure the deployment of secure applications, cloud platforms and hosting environments.

Edgescan is a software-as-a-service platform providing dynamic application security testing (DAST) and host layer vulnerability management coupled with expert validation and support.

The company is headquartered in Dublin Ireland, with partners across the U.S. and Europe. For more information on Edgescan, please visit www.edgescan.com