

United States Jobs Expertini®

Account Executive

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Company: Qualys

Location: United States

Category: other-general

Come work at a place where innovation and teamwork come together to support the most exciting missions in the world!

This position is open to candidates based in Texas, US

Responsibilities:

Hunt, develop, and close new business opportunities

Delivery high-level and detailed sales presentations

Respond to functional and technical elements of RFIs/RFPs

Provide functional and technical support to prospects and customers

Responsible for attending conferences, seminars virtually, in-region and nationally

Ability to manage a realistic sales funnel, follow up on inbound leads quickly, and cold call into large Fortune 500 / S&P 500 size organizations

Qualifications:

Ideal candidate must be self-motivated with strong knowledge in security and compliance space: Vulnerability Management, Policy Compliance, Web Application Scanning, Threat Hunting / EDR, File Integrity Monitoring, and other enterprise security solutions. Strong track record of hunting, consulting, and closing new business

Experience with Qualys is a plus, but not required

Familiarity with compliance benchmarks such as CIS level 1 & 2, PCI, HIPAA, HITRUST, NERC, CIP, NIST, etc.

Must possess strong presentation skills and be able to communicate professionally in response to emails, RFPs and when submitting reports

5-7 years relevant experience

Excellent written and oral communication skills

Able to travel throughout sales territory

Able to comfortably present to prospects and clients using video conferencing solutions in a work-from-home environment

#LI-REMOTE

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