

Commercial Account Executive North Central Region

Description

Sonrai (pronounced Son-ree), which means "to unearth" in Irish, helps enterprises unearth, prioritize, and remove risks in every part of their cloud. Our mission is to deliver the preeminent platform for enterprise companies to understand, monitor, and govern risk across every part of their public cloud. We are backed by seasoned cybersecurity investors including Menlo Ventures, Polaris Partners, TenEleven Ventures, and ISTARI. Candidates who join our team will have a tremendous impact on our success & mission to be the industry leader in our space. We're looking for candidates who are passionate about solving the complex cloud security challenges posed by rapid cloud adoption with a motivated, close-knit team. As an Account Executive at Sonrai Security, you will play a pivotal role in driving our sales efforts within the mid-market segment. You will be responsible for identifying and cultivating relationships with key stakeholders, understanding their security needs, and strategically positioning our cloud security solutions. This role requires a dynamic individual with a proven track record in B2B sales, a deep understanding of cloud security, and the ability to navigate complex sales cycles.

Key Responsibilities:

- Sales Strategy and Execution:** Develop and execute a strategic sales plan to achieve and exceed revenue targets within the mid-market segment.
- Identify and qualify new business opportunities** through proactive prospecting and lead generation.
- Client Relationship Management:** Build and maintain strong relationships with key decision-makers in mid-market organizations. Understand clients' business objectives, challenges, and security requirements to tailor solutions that meet their unique needs.
- Product Knowledge:** Stay abreast of industry trends, competitor products, and emerging technologies in cloud security.
- Effectively communicate the value proposition** of our products and services to prospects.
- Sales Presentations and Negotiations:** Conduct compelling product presentations and demonstrations to showcase the effectiveness of our cloud security solutions.
- Negotiate terms and agreements**, ensuring mutually beneficial outcomes for both the prospect and Sonrai.
- Collaboration:** Collaborate with internal teams, including marketing, sales engineering, product and customer success, to ensure a seamless customer experience.

Skills & Experience

- 2-5 Years Experience selling B2B Enterprise-level software or related technologies
- Experience with sales presentation/demos
- Experience with outbound sales; hunter mentality
- The technical aptitude to understand our product, sales tools/tech stack
- Ability to prioritize and multitask sales opportunities of varying lengths and depths, and effectively articulate the potential you have with each account
- Excellent communication and interpersonal skills
- Proficiency in using CRM tools and other sales-related software

Bachelor's degree in Business, Marketing, or a related field

Sonrai Security and Sonrai Security (Canada) are equal opportunity employers. Qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability or protected veteran status or any other characteristic protected by local, state, or federal laws, rules, or regulations. This posting is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee and any percentages listed are approximate. Duties, responsibilities and activities may change or new ones may be assigned at any time with or without notice.

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Hiring organization

Sonrai Security

Job Location

Chicago, IL

Base Salary

\$ 50000 - \$ 155000

Date posted

May 1, 2024

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Contacts

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