

## Vice President Inside Sales

### Description

ExtraHop is a leading provider of network detection and response (NDR) solutions, empowering enterprises to protect and accelerate their digital business. Our innovative approach to cybersecurity uses advanced machine learning and real-time analytics to provide deep visibility into network activity and detect threats before they can cause harm. We are committed to helping our customers secure their critical assets and ensure operational resilience in an ever-evolving threat landscape. We are seeking an experienced and dynamic Vice President of Inside Sales to lead our global inside sales team and drive revenue growth. The VP of Inside Sales will be responsible for building and scaling a high-performing, geographically diverse inside sales organization, developing and executing a strategic sales plan, and fostering a culture of excellence and accountability. The ideal candidate will have a proven track record in technology sales, a deep understanding of the cybersecurity landscape, and the ability to inspire and motivate a global sales team. Key Responsibilities: Develop and implement a comprehensive inside sales strategy to achieve global revenue targets and business growth objectives. Build, scale, and lead a geographically diverse team of inside sales representatives, ensuring high levels of performance and professional development across all regions. Collaborate with marketing, product management, and other departments to align global sales strategies with company goals and ensure seamless execution of sales initiatives. Analyze global sales metrics and performance data to identify areas for improvement and drive continuous optimization of sales processes. Foster a customer-centric culture within the global sales team, ensuring exceptional service and support throughout the sales cycle. Drive the adoption and utilization of modern sales tools and technologies to enhance productivity and effectiveness across all regions. Develop and maintain strong relationships with key customers and partners worldwide, acting as a trusted advisor and advocate for their needs. Prepare and present regular reports on global sales performance, forecasts, and market insights to the executive leadership team. Coach and guide early-in-career team members to be able to have effective conversations with executive buyers (CIO/CTO, VP/Dir. levels) Partner with sales leadership to develop a career progression plan for team members, laying the foundation for them to succeed in future roles. Qualifications: Bachelor's degree in Business, Marketing, or a related field; MBA or equivalent advanced degree preferred. 10+ years of experience in sales leadership roles, with a focus on inside sales within the technology sector. Proven track record of achieving and exceeding sales targets and driving significant revenue growth on a global scale. Deep understanding of the cybersecurity industry and the competitive landscape. Strong leadership and people management skills, with a demonstrated ability to build, scale, and motivate high-performing, geographically diverse teams. Excellent communication, negotiation, and interpersonal skills. Analytical mindset with the ability to leverage data to drive decision-making and process improvements. Proficiency with CRM software (e.g., Salesforce) and modern data enhancement technologies (e.g. LinkedIn Sales Navigator, Zoominfo, Groove, Highspot) and sales enablement tools. Ability to thrive in a fast-paced, dynamic environment and manage multiple priorities effectively. Experience with international markets and the complexities of global sales operations. Willingness to travel as needed. What We Offer: Competitive salary and performance-based bonuses Comprehensive benefits package, including health, dental, and vision insurance 401(k) plan with company match Generous paid time off and holidays Opportunities for professional development and career advancement A collaborative and inclusive work culture ExtraHop is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees. Compensation for

### Hiring organization

ExtraHop

### Job Location

Pittsburgh, Pennsylvania, United States

### Base Salary

\$ 95000 - \$ 152500

### Date posted

May 27, 2024

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this role ranges from \$197,00 to 245,000 base salary, 65/35 split, stock optionsPlease mention the word \*\*JOYOUSLY\*\* and tag RMzQuMTQ1LjI0MC4xMDY= when applying to show you read the job post completely (#RMzQuMTQ1LjI0MC4xMDY=). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

## **Contacts**

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