

Security Account Executive

Description

About At-Bay At-Bay is a fast-growing InsurSec company (Insurance x Cybersecurity) on a mission to bring innovative products to the market that help protect small businesses from digital risks. As an InsurSec provider, we uniquely combine insurance with mission-critical security technologies, threat intelligence, and human expertise to bridge the critical security capability gap that exists among SMBs in the community. We believe InsurSec is an \$80B market opportunity, and we are excited to hire one of our first few AEs for the security team to help expand our reach and influence in the business and security community, of which we serve 35,000 customers. The Role: We are seeking an experienced Security Account Executive to join the At-Bay Security team! The AE will be the founding sales member on the At-Bay Security team and will initially work closely with our Chief Business Officer / GM of Security to own the sales cycle from lead to close for technical buyers looking for a managed detection and response solution right sized for SMBs. The ideal candidate has a proven track record of building successful go-to-market sales motions and pipeline at an early-stage startup, experience selling endpoint protection / MDR / xDR solutions, and familiarity with Product Led Growth (PLG). Responsibilities: Develop and execute the strategic Go-To-Market & Sales plans to achieve and exceed monthly and quarterly revenue targets Manage the sales process end-to-end from lead to close, including contract negotiation Conduct product demos and presentations to potential prospects Help define and actualize early go-to-market processes and infrastructure configuration (CRM) Collaborate with the At-Bay Security product team to provide the voice of the customer with informed recommendations to influence At-Bay Security's product roadmap and improve customer satisfaction Be the voice of the company in all Sales channels In this role we value: Bachelor's degree or equivalent 5-10 years of relevant work experience 3+ years of senior-level sales experience within cybersecurity. Track-record of meeting sales targets / promotion Experience selling Endpoint Detection or Managed Detection and Response solutions is a strong plus Experience selling in the commercial space is a plus Start-up experience is a strong plus Work location: Canada Remote Please mention the word **EAGERNESS** and tag RMjE2LjI0NS4yMjEuOTE= when applying to show you read the job post completely (#RMjE2LjI0NS4yMjEuOTE=). 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

Job listing via [RemoteOK.com](https://www.RemoteOK.com)

Hiring organization

At-Bay

Job Location

Toronto, Ontario, Canada

Base Salary

\$ 50000 - \$ 105000

Date posted

June 8, 2024

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