



TARGET DEFENSE

RECRUITMENT VACANCY

ACCOUNT MANAGER

ACCOUNT MANAGER

LOCATION	Orlando, FL
CONTRACT	Full time
SALARY	\$65,000 + \$65,000 OTE

OVERVIEW

With a focus on maintaining, growing and retaining accounts, the Account Manager will work closely across both internal-facing and client teams' to ensure accounts are pro-actively managed and that cross and up-sell opportunities are maximized. Within the role, the Account Manager will need to build strong relationships with client stakeholders, and we are looking for someone who is able to deliver excellent client service while being able to identify and close new opportunities within the account.

Previous B2B sales experience is essential along with determination, motivation and a positive attitude! You will be joining a rapidly growing team, who are continually striving to out-perform their previous achievements. In this role you will need a flexible approach and be comfortable in the knowledge that the responsibilities of this will evolve as the company continues to grow and expand the services it provides. Our standard working hours are 8:30am to 4:30pm EST Monday to Friday.

Applicants should be determined, confident and engaging as well as highly motivated to maximize their earnings through our generous uncapped commission scheme. We have a positive and inclusive working environment and offer several additional benefits and rewards.

PRIMARY RESPONSIBILITIES

- Manage existing Target Defense accounts providing a best-in-class client experience to ensure retention;
- Identify, win and secure new business from existing clients through consultative methods and proposing new value-add services;
- Maintain regular contact with key account stakeholders, while identifying and building relationships with any new contacts
- Ensure all account activity, including pipeline opportunities, are recorded and kept up-to-date within our CRM system (we use Pipedrive);
- Act as a trusted advisor to clients and keep abreast of technical and industry information;
- Provide feedback to sales management on account performance, sales intelligence and objection handling;
- Meet and exceed all KPIs;

SKILLS AND EXPERIENCE REQUIRED

- Previous experience in a B2B (Business-to-Business) Sales or Account Management role is essential with a track record of achieving sales targets;
- Ability to communicate clearly and concisely while building rapport and trust with Account stakeholders.
- Ability to learn new technology and demo products to prospective customers
- Proven sales experience, in an IT or Cyber Security environment
- Customer-centric approach to sales; understanding their needs and drivers with the ability to handle objections and remove barriers.
- Self starter, self motivated and have the ability to work autonomously when required
- Ability to present in a professional and engaging manner;
- Positive and engaging telephone manner;
- Strong Microsoft Office skills with experience of using a CRM (we use Pipedrive, and will provide full training).
- Team player willing to go above and beyond to help shape our rapidly-growing company
- Excellent organizational and time management skills, with the ability to multi-task
- Excellent verbal and written communication skills
- Professionalism and high attention to detail

DESIRABLE SKILLS

- Experience of working in Penetration Testing services sales would be a significant advantage
- In depth Knowledge of technology would be a significant advantage
- Experience in using CRM systems, specifically Pipedrive

PERSONAL ATTRIBUTES

- Ability to remain calm under pressure and meet deadlines
- Strong organizational skills with a high attention to detail
- Strong emotional intelligence & ability to adapt to differing stakeholder levels
- Ability to prioritize and handle multiple tasks at any given time
- Pro-active and enthusiastic with a can do attitude
- Excellent verbal and written communication skills
- Good commercial acumen
- Ability to work on own initiative as well as being a team player
- Confident and professional on the phone
- Extremely motivated, hungry to close deals and earn excellent commission
- Customer-centric approach to sales with a 'can-do' attitude
- Ability to learn new technology and demo products to prospective customers
- Sales experience essential, ideally security/cyber/related areas
- Proven track record of achieving or exceeding sales targets
- Team player, willing to go above and beyond to help shape our rapidly growing company
- Excellent organizational and time management skills
- Professionalism and high attention to detail
- Excellent PC skills, including good working knowledge of MS Office

TARGET DEFENSE BENEFITS

- 25 days annual PTO
- An additional PTO day for your birthday
- 401k Contribution
- Subsidized gym membership
- Frequent team events
- 100% Covered Health Insurance (individual coverage only)
- Learning Allowance Benefit - a reimbursable benefit of \$100 per year for you to spend towards your personal career development

Please note that as part of the recruitment process various records checks will be carried out by an authorized third party.

ABOUT US

YOUR BEST DEFENCE AGAINST CYBER THREATS

Target Defense is the US sales arm of innovative cyber security pioneer Bulletproof. Bulletproof is a UK-headquartered organization that provides its cyber security services globally. Target Defense services are the best way to stay ahead of the hackers, take control of your infrastructure and protect your critical business data. Target Defense's core belief is driving innovation through our range of cyber security products to deliver true value to the US market and beyond. Key to our success is the in-house SOC (Security Operations Centre). This is the command center of our cyber security operations, home to security analysts and researchers as well as being the base of operations for our penetration testing and scanning teams, as well as our strategy/compliance consultants.

Target Defense (Bulletproof) is:

- CREST approved
- Tigerscheme certified
- PCI DSS v3.2 Level 1 Service Provider
- Cyber Essential Plus certified
- ISO 27001 certified
- ISO 9001 certified

Our Staff are:

- CREST approved
- Certified Information Systems Security Professional (CISSP)
- Certified Information Security Manager (CISM)
- Tigerscheme Qualified Security Test Member (QSTM)
- Certified Ethical Hacker (CEH)
- ISO 27001 Implementer
- CCNA and CCNP Security



1-800-943-2799

contact@targetdefense.com

www.targetdefense.com