



Job Description: Area Sales Director (ASD)

Locations: Southeast, North Central, New England, South Central, or West

Contact: hr@packetviper.com

Role Overview

The PacketViper Area Sales Director (ASD) is an individual contributor responsible for driving company revenue and growth in the defined geography while collaborating with other company resources. The ASD is goal oriented and will succeed by implementing a process oriented strategic territory plan. They will take pride on being a subject matter expert who understands the security market and customer challenges and initiates sales activities based on solving customer problems. The ASD will ensure an appropriate volume of these activities are always ongoing to ensure their territory drives an increasing, predictable revenue stream. Successful candidates understand how to navigate large complex sales and are challenger type sellers familiar with a variety of sales process disciplines.

Responsibilities

- High level sales planning and accurate forecasting of business
- Developing a sales funnel of sufficiently qualified opportunities to ensure revenue goals are achieved
- Manage multiple concurrent sales cycles from qualified lead (SQL) to close for enterprise size deals
- Regular business interactions with both customers and channel partners
- Engage a process-oriented approach to generate demand, develop and expand the territory
- Ongoing rapport building and probing of key prospects and thought leaders in the territory
- Bring to bear all cross functional resources from PacketViper to support the revenue targets in the defined territory
- Develop and maintain a fundamental understanding of security related industry knowledge
- Stay current on PacketViper product information, sales strategies and positioning
- Timely and accurate CRM data entry and records management
- Travel as necessary

Requirements

- Reside within the defined territory
- 3+ years of documented, successful cybersecurity related sales experience (products or services) with a proven track record of negotiating large enterprise software deals
- Bachelor's degree preferred
- Excellent time management skills, attention to detail and ability to work with high levels of autonomy.
- Excellent interpersonal, spoken, written and presentation communication skills
- Process oriented sales approach and excellent probing/discovery skills
- Experience working with channel partners
- Ability to thrive in fast-paced, rapidly changing environment that requires urgency to capitalize on opportunities



About Us

PacketViper is an innovative, entrepreneurial cybersecurity company positioned in the category of deception, one of the fastest growing categories in cybersecurity, and PacketViper is uniquely poised to win. We provide an active, agentless deception solution combining internal deception with the industry's only exterior facing deception artefacts. PacketViper acts early in the cyber kill chain at reconnaissance detecting, preventing and responding to threats automatically and without complex orchestrations. Our approach is based on a lower level of interaction with threats. Deception artefacts are easily deployed, lightweight, software based, cost-effective vs. alternative deception technologies.

PacketViper is committed to creating a fair work environment for our team members providing equal treatment and opportunities regardless of race, creed, color, religion, national origin, ancestry, marital status, affectional or sexual orientation, gender identity or expression, disability, nationality, sex, status as a protected veteran or any other legally protected grounds and will not discriminate on these basis

PacketViper provides competitive compensation packages and excellent benefits. We thank all applicants in advance for applying. Only individuals selected for interviews will be contacted.