



Example of Security Sales Job Description

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Our growing company is searching for experienced candidates for the position of security sales. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for security sales

- Engage and work closely with extended team members including Account Managers and the broader account team (other sales specialists, security solution architects, product managers, operations managers, service managers, and others) in order deliver to required support and value for our clients
- Work collaboratively with other TELUS teams for an integrated solution development
- Supports sales force with system design needs as required
- Prepare sketches for Drafter/CAD Operator(s) to complete (riser diagrams, interconnection schematic diagrams, network schematics, equipment plan layouts, and equipment schedules in support of sales force when required
- Supports sales force with preparation of floor plan drawings and presentations to end users
- Consult with engineers, architects, and other professional and technical personnel in coordination with sales force
- Provide answers to technical questions from field sales and customers
- Represent as technical expert on committees and project teams
- Review literature to assure technical correctness prior to release to field sales team
- Supports sales team in review of RFP's/RFI's

Qualifications for security sales

Systems (NIDS, NIPS), Advanced Persistent Threat (APT), Security Information and Event Management System (SIEM),etc

- Knowledge of Security industry relevant standards, EN50131 PD6662 BS8243
- Possess Master Degree or Bachelor Degree or its equivalent
- Minimum 5 years of sales experience in related field
- Some technical & marketing knowledge preferred
- Strong ability to deliver revenue results