



## Example of Security Sales Job Description

Powered by [www.VelvetJobs.com](http://www.VelvetJobs.com)

Our company is growing rapidly and is searching for experienced candidates for the position of security sales. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

### Responsibilities for security sales

- Obtain, maintain and improve a working body of knowledge of all digital and traditional electronic security products by fulfilling product certification program requirements set forth by Training, Product Management and Engineering functions
  - Design, test and document best engineering practices for NPI (New Product Introduction) products to better respond to customer demands and various installation scenarios according to individual geographies
  - Creates Business Cases and Customer Proposals to drive tangible benefits for the customer to facilitate execution to closing the solution sale. Own the highest possible relationships in an account whilst driving a bottom up relationship strategy to increase visibility and sales of Infosec
  - To maintain and develop appropriate technical product knowledge in line with your role and BT Security strategy
  - To provide technical design and pricing support to the Specialist Sales and Account team community
  - Obtain and maintain relevant industry, vendor and BT Internal Devolved Authorities and accreditations as appropriate
  - To provide accurate, timely reports for line management as required
  - To follow all required bid governance processes
  - To embrace continuous improvement and maintain a PDP and Behavioural scorecard in support of this
  - To understand and adhere to all internal governance procedures
-

- Able to establish and develop business relationship with new partners and channels
- Able to identify and qualify new opportunities
- Security evangelism and white paper authoring
- Be familiar with AST (Application Security Testing), including SAST, DAST, IAST
- CISSP, CISA, ISO27001 certification
- Awareness of Secure Development Methods like SDL, ISO27034, BSIMM or Open SAM