



# Example of Security Sales Job Description

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Our growing company is looking to fill the role of security sales. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for security sales

- Forecast revenue by products and services plus update sales activity to management
- Identify and pursue sales opportunities at assigned accounts
- Develop multi-level relationships within assigned accounts the virtual team of RSA/EMC resource, and where appropriate channel partner resource, to maximise revenues opportunities and establish RSA as a strategic, long term partner
- Will often accompany sales executives on visits to customers
- May well operate on a multi-country, multi-product or multiple customer basis
- Enthusiastically articulate the TELUS Security's offerings and processes
- Develop and execute a regular contact plan for MSS customers
- Escalate issues to Client Service Management and the Account Team
- Identify new opportunities to the Security Practice Lead
- Ensure all existing maintenance and managed service contract details are captured in a centralized database

## Qualifications for security sales

- Passionate about Security technologies
- Passionate about Security technologies and trends
- An impressive record of achievement as a sales executive gained in a security

- Demonstrated knowledge of internetworking infrastructure and security technologies, routers, switches, TCP/IP, IP applications, Firewalls
- Hold at least one Security certification
- Must be an enthusiastic and quick learner