



Example of Security Sales Job Description

Powered by www.VelvetJobs.com

Our growing company is looking to fill the role of security sales. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for security sales

- Join partner Solution demonstrations and POCs
- Working with the Security Practice Leads, ensure existing equipment maintenance and managed service customers are contacted well in advance of their contracts expiring
- Meet and exceed maintenance revenue sales objectives and MSS renewal objectives
- Manage a range of opportunities, the associated reporting and account planning to support the achievement of sales objectives
- Maintain high levels of knowledge and expertise regarding our customers, their industries, associated risk, managed services and information security technology opportunities
- Manage client expectations throughout the sales cycle, ensuring TELUS' role as a trusted advisor
- Prepare proposals, presentations, quotations, contracts, and supporting documentation
- Assist in attaining the regional sales growth and margin targets
- Represent the full breadth of TELUS Security Solutions portfolio including security advisory services, technology resale and professional services, managed security services and TELUS Security Labs
- Consult with clients and sales team to identify business requirements, discover and qualify opportunities

Qualifications for security sales

- Ability to engage and drive conversations with customers and present Security Sales concepts
- Advanced English (written and verbal)
- Must have high ethics, integrity, and humility and be able to work with other teams
- To help the sales team to build strategies that identify potential opportunities, clarifies the message and helps build pipeline for the sales team, to take the opportunity to help identify up sell or cross sell opportunities
- Good understanding of security concepts, perimeter and endpoint protection, authentication and authorization methodologies