



**Job Title / Role:**

*Account Executive- Cybersecurity sales*

**Job Summary:**

*Exciting Sales opportunity in the Cybersecurity industry. The account executive is responsible for expanding Harbor Networks cybersecurity marketshare. You would be responsible for strategically prospecting target accounts to identify relevant cyber challenges and then creating a compelling solution that meets our clients needs within our portfolio of cyber products.*

*We are looking for a high energy person who can think out of the box. We offer a fun dynamic work environment and an aggressive compensation plan.*

**Responsibilities:**

- *Qualify leads generated by marketing campaigns, website and/or other sources in a timely manner*
- *Within an assigned opportunity, have the availability to qualify, present, and quote Cybersecurity solution*
- *Meet and/or exceed sales quota*
- *Update and provide accurate information into our sales database / CRM system (Connectwise)*
- *Develop new sales opportunities within an assigned territory*
- *Research prospective business opportunities to better understand their business needs, decision-making process, install time frame and competitive situation*
- *Research throughout Connectwise and assigned accounts to uncover potential company wide sales opportunities*
- *Participate in development and execution of territory account plans*
- *Provide management, on a timely basis, and accurate weekly status reports*
- *Continually strive to improve sales qualification process*
- *Participate in tradeshow, conferences, and events*
- *Develop and maintain an in-depth knowledge of Harbor Networks Cybersecurity products and services, the cybersecurity market, key vendors service providers, critical industry trends*
- *Build and maintain an accurate pipeline and forecast*

*Required Experience:*

- *3+ years experience selling a service or solutions*
- *Historical experience of meeting or exceeding sales quota*
- *Solid understanding of cybersecurity fundamentals*

**Contact Information:**

*VP of Sales*

*Chris Gioffre*

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