

JD for Security Sales Specialist role

Your day at Ninth Dimension

The Security Sales Specialist is an advanced subject matter expert and is also quota-bearing sales persona. The primary purpose of this role is to pursue and land qualified leads identified by the Client Management team and other respective teams.

The Security Sales Specialist identifies new opportunities from a selection of existing accounts, and presents solutions, value propositions, partner configurations, cost structures, and revenue models to the client that meet their needs.

The Security Sales Specialist works directly with clients at a variety of levels, as well as internal subject matter experts. A substantial amount of time is spent on engaged selling or supporting the sales process in partnership with Client Managers. This role contributes to the pre-sales process by working with pre-sales architects to create the best solution design for the client, as well as building and developing excellent stakeholder relationships with new and existing clients, whilst developing new business channels and territories.

What You'll Be Doing

Key Responsibilities:

- Owns and drives pipeline to achieve allocated security budget numbers.
- Drives positive brand recognition on security business in-country and in-region.
- Maintains subject matter expertise in the Security technology domain or solutions set.
- Supports the closure of sales based on Security technology domain knowledge.
- Addresses the technology conceptual challenges during the sales process.
- Maintains a comprehensive level of relevant product and service knowledge to have meaningful conversations with potential and existing clients.
- Maintains awareness of the competitive landscape, market pricing, and strategy and how to penetrate a new market.
- Contributes to the knowledge base of the company's solutions and services within a practice area or service area by sharing best practices with internal teams, as well as client teams.
- Works with relevant technology vendors and ensures a deep understanding of their solutions and how they can contribute to our own solutions set.
- Articulates the Security solution/deliverables that the client requires, as opposed to the products that they need to buy.
- Prepares and conducts client workshops and presentations.
- Establishes relationships with multiple client stakeholders and secures deals with clients to achieve assigned sales quotas and targets.
- Uses understanding of the client's business and depth of knowledge on the Security solutions to personalize the recommended solution in line with the client's need.
- Capable of spotting new sales opportunities within an account and work with the sales teams to drive them to closure.
- Pursues and lands qualified leads identified by the client managers and other lead generation sources.
- Develops and maintains clear account plans for appropriate clients and targets.
- Discovers, forecasts, and runs opportunities in the medium and long-term.
- Identifies, assesses and highlights client risks that could prove detrimental to the client's organization and credibility.
- Collaboratively work with sales teams, especially Client Managers, to successfully close the deal.
- Works closely with other in-territory counterparts and matrix teams to achieve the shared goal of growth.
- Uses sales methodologies and tools such as target plans, opportunity plans, and account plans to drive the sales process.

- Develops and implements an opportunity plan, to provide regular check-ins with the primary point of contact and have an established process for getting buy-in from all stakeholders.

Knowledge and Attributes:

- Advanced understanding of security principles, concepts, and technologies, including knowledge of NIST CSF, ISO 27001, cybersecurity solutions, network security, data security/privacy and best practices in securing data and IT infrastructure.
- Advanced understanding of the technical concepts of Security solutions and display the ability to provide technical consultation and guidance to customers.
- Displays success in achieving and exceeding sales and financial goals.
- Advanced proficiency in developing and encouraging meaningful customer relationships up to C-level.
- Displays ability to delivery engaging sales presentations and elevator pitches.
- Close attention to maintaining up to date, accurate sales forecast and close plans.
- Advanced proficiency in team selling approach.
- Advanced knowledge of competitors and ability to apply competing successful sales strategies.
- Client-centric approach, with ability to understand customer problems and find best-fit solutions.
- Flexible to adapt quickly to short, new missions or urgent deadlines.
- Displays negotiation capabilities to craft solutions that are beneficial to customers, partners, and organization overall.

Academic Qualifications and Certifications:

- Bachelor's degree or equivalent in a Technical or Sales field or related is preferred.
- Certified in industry relevant structured sales methodologies and negotiation skills.
- Preferred certifications (but not limited to) CISSP, CompTIA Security+, GISF.

Required Experience:

- Advanced sales experience in a technology or services environment, particularly selling Security solutions.
- Advanced experience of IT Managed Services environment.
- Advanced demonstrable experience of solution-based selling with a proven track record of sales over-achievement.
- Advanced experience in selling complex security solutions and services to C-Level clients.
- Advanced experience in resolving a wide range of issues in creative ways to meet targets and objectives.

Workplace type:

On-site Working

About Ninth Dimension

Ninth Dimension provides best in class solutions and consulting services in Storage, Virtualization, Compute, Networking, Information Security and Cloud Services. Its ability to resolve customers business problems by providing simple and cost-effective solutions together with an in-depth delivery approach to achieve their objectives effortlessly, across various industry segments like IT/ITES, BFSI, Defence, Healthcare, Government Entities, Energy and Manufacturing.

Ninth Dimension's focus is on the Enterprise Customers with Enterprise Class solutions and Delivery Capabilities to cater to the high levels of SLA's.

Our solutions impact the way enterprise information is consolidated, protected and shared seamlessly in a secure way across the organization. We have a wealth of experience and expertise in integrating leading edge technologies for customers who are spread across vertical domains, ensuring that our customers are at the forefront in adopting new technologies to drive scale and efficiencies.

Ninth Dimension believes in working with best of breed technologies to architect superior solutions. The company has Strategic Alliances with market leaders, in different technology domains.

Ninth Dimension is backed by Industry professionals who have over the years built up capabilities in the areas of Sales Management, Technology Evangelization and Operational Excellence.