**Job Title**: Account Executive (Cybersecurity)

**Location:** Mississauga, ON

**Experience:** 2-4 Years

**Job Type:** Full-Time

**Job Description:**

At Stratejm we are thought leaders and innovators in Cybersecurity. We have created North America’s Premier Cloud Based Security-as-a-Service. We are looking for experienced account executives to spread the word and to share the value of our services to enterprise customers in the Greater Toronto Area. Reporting to the Vice President Business Development, the Account Executive (Cybersecurity) will have client-facing responsibilities and be accountable for meeting sales targets.

**This position is responsible for:**

* meeting new sales quota;
* conducting face-to-face/web-ex appointments;
* conducting pre-demo qualifying calls/conversations and short demos;
* maintaining a pipeline of 3x quota;
* prospecting, selling and building pipelines for Stratejm’s Security-as-a-Service and other Stratejm products and technologies
* establishing and maintaining strong sales partnership with Stratejm’s industry partners
* updating the CRM daily and accurately maintaining the CRM tool; and
* forecasting to management.

**You will be a strong team player and will possess:**

* a university degree (business or professional) or equivalent business experience;
* a minimum 3 years of direct field sales experience, preferably in the Great Toronto Area enterprise space and cybersecurity industry, with a proven, exemplary track record of exceeding sales quota;
* experience and track record in software and service sales is strongly preferred;
* the ability to effectively present the product and value propositions;
* the ability to forecast accurately;
* enthusiasm, energy, passion and curiosity. Open and adaptable to change;
* the ability to navigate complex service and solutions sales cycle;
* new business mining, prospecting and cold calling skills: developing a high volume of new business opportunities;
* the ability to take initiative, be focused, motivated and a self-starter;
* a customer-centric mentality;
* the ability to build credibility and trust in order to navigate a complex sales cycle;
* a strong understanding of our customers’ business and industry;
* the ability to collaborate and communicate regularly and effectively within team and cross-functionally with other departments;
* the ability to build relationships with, and influence all levels within an organization, including senior management;
* proficient in MS Office, Excel, PowerPoint, Word, outlook and very good internet skills.

Interested candidates are asked to submit a copy of their CV in .PDF format to [careers@stratejm.com](mailto:careers@stratejm.com)