**Job Description – Toronto, ON**

**Job Summary**

Seeking a Sr. Account Executive for an Enterprise Security & IT Incident Response Automation organization. The solution provides actionable dashboards and process guidance for end-to-end and human-guided automations. This growing organization has operations throughout the US, EMEA, and APAC and has Fortune 500 customers throughout the world.

Successful candidates will have a measurable track record in building, managing, and delivering high performing sales results.

**Responsibilities:**

* Hustle and Lead Gen/Pipeline building is paramount
* Consistently deliver aggressive license, support and service revenue targets commitment to the number and to deadlines
* Negotiate favorable pricing and business terms with large commercial enterprises by selling value and ROI
* Leverage sales engineering and in-house as well as partner services resources
* Understand how to leverage both international and domestic colleagues to expand deal size and value to the customer
* Good corporate citizen – two way flow of relevant and timely information; work as a team for the most efficient use and deployment of resources
* Provide timely and insightful input back to other corporate functions, particularly product management and marketing
* Qualifying, scoping and building businesses cases for enable customers to purchase the Resolve Systems platform
* Good corporate citizen – No Jerks Allowed

**Requirements:**

* 3+ years direct Enterprise Software selling with a small and growing software company
* Ability to align the value of the solutions to customers’ missions, KPIs, and/or business objectives
* Relevant software industry experience in any of the following: IT systems, enterprise or infrastructure management, application development and management, security, and/or analytics
* Strong presence and polish
* Forecasting commitments and forecasting accuracy
* Exceptional management, interpersonal, written and presentation skills
* Thrives in a fast-paced, high growth, rapidly changing environment
* Able to work independently and remotely from other members of your team and corporate
* Capable of qualifying sales leads quickly
* Use CRM systems (Sales Force) extensively
* Up to 30% travel.