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| Stellenprofil (vertrauliche Informationen) | |
| Position: | Cyber Security Account Executive |
| Firma: | Darktrace |

Darktrace, recently named one of Fast Company's 50 'World's Most Innovative Companies', is currently expanding its sales organization to accommodate a rapidly-growing customer base and accelerating revenue. This position offers significant commission-earning potential, fast-paced career development, and numerous opportunities for personal achievement.

As an Account Executive, you will:

- Prospect accounts for new business.
- Establish and work with partners in your territory.
- Present and demonstrate Darktrace cyber threat defense solutions to CISOs and information security experts.
- Work closely with Darktrace Subject Matter Experts, Technical Account Managers and Cyber Threat Analysts who will support you in performing Proofs of Value (POVs) as you close deals.

Your experience:

- Minimum 2 years' sales experience selling software or security appliances
- Experience selling to the mid-market and enterprises
- Proven hunter background with a track record of success
- Familiarity with enterprise networking technology is a plus
- Strong C-level/board-level communications skills
- Willingness to travel to accounts across the territory
- Goal-oriented and self-motivated with a focus on over-quota performance
- Good business acumen, experience with contracts and pricing
- Strong working knowledge of LinkedIn and CRM tools

Darktrace currently has openings in:

Europe: UK, Ireland, Germany, Switzerland, Netherlands, Sweden, Denmark

Middle East: Dubai

US: San Francisco, Los Angeles, New York, Austin, Atlanta, Chicago

Latin America: Mexico City, São Paulo, Bogotá

Africa: South Africa, Kenya, Ghana

Asia Pacific: Sydney, Melbourne, Seoul, Tokyo, Singapore

Competitive salary

Other benefits including healthcare, pension, transport allowance*, Cycle2Work scheme*, child-care vouchers*, free lunch on Fridays*



Telefon: +49 (0)89-90405-780
Mobil: +49 (0)171 5677539

* Dependent on region

Office location: Munich

If you think this position is interesting, you are welcome with your complete application in English. Apply as soon as possible as we are working continuously with the applications for this assignment. Email: juergen.richter@3p-personal.com

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