

Enterprise Account Executive, Security

Cambridge, MA, United States – Montreal, QC, Canada

Company Description

RaySecur is revolutionizing security imaging with the world's first desktop scanners capable of seeing inside objects, such as packages and letters. A game-changer relative to x-rays which produce static 2D images and use ionizing radiation, our mmWave systems are completely safe and provide a real-time, 3D view of concealed items in full motion. Our systems are used by Fortune 500 companies and governments around the world and are backed by cutting-edge AI software and expert support through our partnership with the EOD Warrior Foundation, providing our clients with access to the world's leading threat experts on demand.

Job Description

As an Enterprise Account Executive at RaySecur you are responsible for acquiring and growing key enterprise accounts to achieve and exceed sales targets. Benefits include the freedom to think outside the box to drive sales within new and developing markets, applying consultative sales approaches to qualify, develop, and close sales. Excellent career development and growth opportunities within an entrepreneurial organization.

Who We Are

We are a fast-paced, rapidly-growing, and dynamic start-up with significant customer traction helping to make the world a safer place. We are entrepreneurs at heart, always challenging the status quo and always ready to tackle the next challenge. We think strategically but are not afraid to roll-up our sleeves and get the job done no matter how big or small. We are dedicated and focused, but also make time to play and celebrate our successes.

Who You Are

You are a high-energy experienced security sales representative with expertise in both mid-market and global 2000. As a hunter, you are ambitious and excited by the challenge of disrupting existing markets and developing new ones. You will play an instrumental role in accelerating our sales initiatives in the field, calling on both new and existing accounts in the patch. You are a self-starter who excels in a high-paced, evangelistic startup environment and thrives on pitching a revolutionary technology to executive leadership and security experts.

Responsibilities

- Independently build a book of business to exceed sales goals
- Apply a consultative sales approach to address client needs and close enterprise sales
- Develop and execute sales plans to meet goals

Required Qualifications

- Bachelor's degree with minimum 5 years' experience in direct B2B technology sales
- Background in representing security company products and brand to customers at various field events
- Knowledge of the POC/Pilot process to access customer requirements and tailor tests and findings
- Exposure to a start-up environment with the drive to excel in a fast growing business
- Demonstrated track record selling business, mailroom, or x-ray equipment an asset
- Experience selling equipment to enterprise customers in security, facilities or mailroom
- Excellent verbal and written communication skills

Location: Cambridge, MA, United States or Montreal, QC, Canada

Interested candidates should submit resume and cover letter to: careers@raysecur.com

AN EQUAL OPPORTUNITY/DRUG-FREE EMPLOYER: We are an equal opportunity employer and do not discriminate against any applicant because of race, color, religion, sex, national origin, age, disability, sexual orientation, marital status or any other class protected by federal, state or local law.