

Director of Software-as-a-Service Business Unit

Position Summary

Reporting to the Vice President of Sales & Marketing, the Director of Software-as-a-Service (SaaS) Business is responsible for providing leadership and management of the Company's SaaS business unit with a focus on signing up new customers across multiple verticals. This individual is responsible for hiring, mentoring, and managing a team of inside sales representatives and provides day-to-day management oversight for this team. This position is responsible for selling Delfigo's Identity and Access Management solution platform.

In addition to being a superstar salesperson, this person will be a key member of Delfigo's management team, helping us to build out our sales strategy, hire/mentor/train new salespeople, implement sales management best practices, and help develop processes around sales, among others.

Responsibilities

- Identify sales targets (leads) and implement processes to close new deals
- Develop and manage a pipeline of opportunities and communicate these to the management team on a regular basis
- Close sales of our products/services
- Develop in-depth knowledge of Delfigo's authentication platform as it applies to healthcare, financial services, banking, e-Commerce, Utility, and other industries.
- Manage relationships with existing accounts to ensure customer satisfaction
- Engage internal Delfigo team as needed to support efforts in meeting customer requirements
- Communicate product road map to customers and gather customer feedback for product development

Requirements

- Excellent sales skills, including strong lead generation (hunting) and deal-making (closing) skills
- Able to close profitable new business and build a strong pipeline of new business
- Ability to demonstrate our technology and answer technical questions appropriately
- Proven ability to lead and manage an inside sales team
- Strong business acumen
- Negotiation and conflict resolution skills
- High energy with high motivation

Education

BS/BA in business/marketing/sales, or equivalent experience, required.

Experience

- 7+ years of experience selling technology solutions into regulated industries
- Experience with building relationships with and selling to C-level and VP-level executives
- Proven track record of ability to build a pipeline, qualifying leads, and converting them to customers
- Must possess solid solution-sales skills
- Familiarity with information security mandates and guidelines
- Proven track record of meeting or exceeding sales targets
- Executive level oral and written communication skills, as well as presentation skills
- Proven track record of excellent team dynamics
- Some travel may be necessary

Delfigo Corporation d/b/a Delfigo Security, with offices in Boston and at M.I.T in Cambridge, Massachusetts, is a venture-backed software company providing solutions for identity and access management. Help deliver solutions that will reduce customers' operational costs and ensure regulatory compliance. Be part of a great startup that is well-funded with a strong and experienced leadership team. You'll enjoy attractive financial and personal benefits, personal and professional growth opportunities, and an exciting work atmosphere. *Delfigo Security is an equal opportunity employer.*

For consideration, please send an email to careers@delfigosecurity.com with your resume attached.