

## **Sr. Account Executive - Enterprise Sales**

### **Position Summary**

Reporting to the Vice President of Sales & Marketing, the Sr. Account Executive - Enterprise Sales is responsible for driving new account penetration and revenue growth for the Company. This individual is responsible for developing and managing a strong pipeline to meet business targets. 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, implement sales management best practices, and help develop processes around sales. As the business grows, this individual will also assist with the hiring/training/mentoring of new account executives.

### **Responsibilities**

- Identify sales targets (leads) and implement processes to close new deals
- Develop and manage a pipeline of opportunities
- Take prospects through the sales process and close mid to large sized deals.
- Develop in-depth knowledge of the 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 opportunities
- Ability to demonstrate our technology and answer technical questions appropriately
- Negotiation and conflict resolution skills
- High energy with high motivation and integrity
- 7+ years of experience selling enterprise solutions into regulated industries
- Experience with building relationships with and selling to C-level and VP-level executives
- Must possess solid solution-selling 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
- Must be a self starter - hunter

### **Education**

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



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 customer's 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](mailto:careers@delfigosecurity.com) with your resume attached.