

Enterprise Sales Account Executive

Enterprise Sales Account Executive (SaaS Tech Sales in Cyber Security Startup)

Are you bright, ambitious, and ready for a challenge?

Role/Title: Enterprise Sales Executive

Location: Remote (UK or European Union)

Start Date: Immediate

About the Team:

We're a team of cyber security experts, data scientists & engineers building breakthrough technology and machine learning to identify, understand, measure and manage human risk in enterprise environments.

Having found early traction for our category-defining Human Risk Intelligence SaaS platform, we are looking for a stellar Enterprise Sales Executive to help OutThink transition from start-up to scale-up.

About the Product:

World's first Human Risk Intelligence cloud platform (SaaS). OutThink is the revolution of traditional cyber security awareness training. OutThink exists to neutralise the 90.5% of cyber security breaches caused by human error in large, complex organisations.

The Role:

We don't pretend that it'll be easy - joining a start-up is an amazing challenge, pushing well beyond the boundaries of natural growth cycles. At times you'll move quicker than feels comfortable and be brilliant at continually re-prioritizing what must get done to keep OutThink growing at pace.

We're looking for a hunter, your primary objective is to source, progress, sell and win new business for the OutThink product. The customer base consists of organisations primarily within 1,000 to 10,000 employees and there may be occasions where you work on securing organisations with 10,000+ employees.

All start-ups are different, and this is not your average sales executive position. The title is just a reflection on how fast and often we expect a successful candidate to progress up the sales ladder. The role is most certainly applicable for both new & experienced sales executives alike, this is reflected in both your responsibilities and OTE package.

We are looking for someone who above all else, genuinely believes they are:

- 1) Experienced in enterprise sales, preferably but not essential in cyber security
- 2) Proven track record of exceeding quarterly and annual quota targets
- 3) Strong relationships with existing customers
- 4) A natural new business hunter
- 5) Experience in MEDDIC sales methodology experience is preferable
- 6) Hard-working and passionate about succeeding in sales
- 7) Has exceptional first-rate verbal and written communication skills
- 8) Confident in who you are as a person and your interpersonal traits
- 9) Demonstrates curiosity and the desire to self-educate within a new environment

Your day-to-day could vary greatly, some of the many things you will get up to will be:

- 1) Outbound reach to potential clients via LinkedIn, Email, Phone-call, Exhibitions.
- 2) Consistent usage of the sales tools and processes in place, as well as tracking your leads accurately through HubSpot CRM.

- 3) Develop a sound understanding of the OutThink product and the wider cyber-security industry.
- 4) All-round ability to hold meetings, demos and progress final stages of enterprise clients through to +£50,000 deal sizes.
- 5) Hit your daily, weekly, monthly and yearly KPIs.

What To Expect:

- Competitive salary, with 50/50 base/bonus OTE, negotiable based on experience with annual salary reviews
- Employee share options
- 34 days holiday (including bank holidays)
- Day off for your birthday!
- Great start-up culture
- Friendly and fun team
- You'll work alongside amazing, high-performing colleagues, and have a once-in-a-lifetime opportunity to join an exciting start-up and grow with the company

About Your Environment:

You'll be working most closely with our Senior Account Manager and will be surrounded by a hugely supportive, knowledgeable, understanding and close-knit team. Whilst you are being highly practical and embedding yourself within your work to ensure maximum success.

Thank you for your time and should you believe this role to be for you, please get in touch.