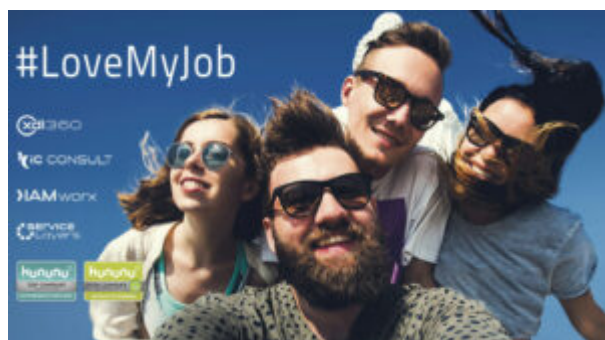


# IT Security Sales Executive (m/f/d)



For our U.S. branch office, we are looking for Sales Executives covering the western and eastern territory with a proven track record in sales within the field of IT security (m/f/d)

## About us

iC Consult is the leading consultancy and systems integrator specialized in Identity and Access Management (IAM) solutions for global organizations. Our services cover strategy, architecture, implementation and integration of all aspects of IAM. Cross-industry IAM references prove our excellence in supporting our well-known customers from the automotive, logistics, pharmaceutical and finance industries not only in classic IAM topics, but also in innovative topics such as Customer IAM, Internet of Things or API Management.

We are looking for experienced IT Security Sales Executives in the U.S., who will support us significantly in expanding our footprint in the U.S. market. We need experienced salespersons with a consultative sales approach, a successful track record growing and onboarding clients with polished presentation skills. You will be responsible for your own success within the territory, tapping into the market, ensuring growth, new logo acquisition and customer retention, whilst supplying the best sales experience possible for our customers.

## Your tasks

- Analyzing the market, defining target accounts, doing cold calling and lead qualification
- Develop and nurture your territory and relationships within accounts
- Conduct strategic relationship management, thus establishing and expanding long-term customer relationships
- You are responsible for the entire sales process (“Wining Complex Sales”), including pitches and working on RFPs and proposals
- Maintain close partnerships with our strategic product partners
- Track all opportunity and customer details including qualification criteria, activities, next steps, and forecasting in Salesforce

## Our expectations

- You have successfully completed technical or business studies or a comparable training
- You have professional experience in selling complex IT Security solutions and IT Security services to enterprise customers
- You are experienced in managing and closing complex sales-cycles using solution selling techniques
- You have a track record of success selling into medium and large companies, consistently

deliver on 6+ figure deals

- You are willing to travel within your sales region

## **Our offer**

- A position in an established, high-growth company headquartered in Germany with flat hierarchies and efficient decision-making
- High degree of personal responsibility and a large scope for independent decision-making
- Many opportunities and support for personal and professional development
- Above-average compensation and life power coaching (personal coach)

## **Interested?**

We are happy to answer your questions and look forward to getting in touch with you soon! Send your application documents with the reference number SEUS-1075-WS, including salary requirement and potential starting date, to [career@ic-consult.com](mailto:career@ic-consult.com).

iC Consult is an equal opportunity employer, and we are proud of our ongoing efforts to foster diversity and inclusion in the workplace. Individuals seeking employment at iC Consult are considered without regard to race, color, religion, national origin, age, sex, gender, gender identity, gender expression, sexual orientation, marital status, medical condition, ancestry, physical or mental disability, military or veteran status, or any other characteristic protected by applicable law.

### Administration

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If you have questions, you can reach us at [career@ic-consult.com](mailto:career@ic-consult.com). We look forward to getting in touch with you soon!