

# Xeloron

<https://xeloron.com/job/cybersecurity-sales-rep/>

## Cybersecurity Sales Rep

### Description

We are seeking highly motivated and results-oriented Sales Representatives to join our dynamic sales team at Xeloron a leading Managed Service Provider Deal Generation Agency. As a Sales Representative, you will play a crucial role in driving business growth by identifying and acquiring new clients for our managed service provider clients. This is an exciting opportunity for individuals who thrive in a fast-paced, target-driven environment and possess excellent communication and negotiation skills.

### Responsibilities

- Identify and prospect potential clients through various channels such as cold calling, networking events, online platforms, and referrals.
- Conduct thorough research on prospects, understand their business needs, and present tailored solutions from the portfolio of our managed service clients.
- Develop and maintain strong relationships with key decision-makers within client organizations to ensure customer satisfaction and maximize revenue opportunities.
- Meet or exceed assigned sales targets and objectives within the designated territory or market segment.
- Collaborate closely with the customer to provide accurate information, address client inquiries, and deliver compelling sales presentations.
- Stay up-to-date with industry trends, competitive landscape, and emerging technologies to effectively position our services and maintain a competitive edge.
- Maintain accurate and up-to-date sales records, activity reports, and forecasts using our CRM system.
- Continuously enhance product knowledge and sales skills through training programs, workshops, and self-study.

### Qualifications

- Proven experience in B2B sales, preferably in the technology, IT services, or managed services industry.
- Strong track record of achieving and exceeding sales targets.
- Excellent communication, interpersonal, and negotiation skills.
- Self-motivated, results-driven, and target-oriented mindset.
- Ability to build and maintain relationships with clients at all levels of an organization.
- Proficient in using CRM software to manage sales activities and track customer interactions.
- Solid understanding of technology concepts and the ability to articulate the value proposition of managed services to potential clients.

### Job Benefits

- Competitive base salary with an attractive commission structure.
- Comprehensive health insurance plan.
- Ongoing training and professional development opportunities.
- Fast-paced and collaborative work environment.

### Hiring organization

Xeloron – part of eightM Corporation

### Employment Type

Full-time

### Job Location

Austin, TX

### Date posted

07/06/2023

- Opportunities for career advancement within a growing organization.

To apply for this position, please submit your resume and a cover letter detailing your relevant experience and achievements. We look forward to reviewing your application and connecting with qualified candidates for interviews.

Note: Only shortlisted candidates will be contacted.

Xeloron – part of eightM Corporation is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.

**Contacts**

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