



REGAIN CONTROL OF YOUR ENTERPRISE

Savant Protection develops and sells an innovative and cost effective endpoint protection software solution to the mid market. Savant Protection makes it easy to secure and protect computers by providing a simple and fast approach to "whitelisting" applications in organizations. For business and government organizations with limited resources, Savant takes the headache out of controlling endpoints, preventing malware and unauthorized applications from running. With Savant, you can regain control of an organization's desktop computers, dramatically improve security, save money on costly antivirus products and reduce the time IT staffs spend on rebuilding compromised or polluted computers.

Savant Protection is seeking to fill a new sales position to expand its business in the US market.

Position: Account Executive
Location: Hudson, NH
Reports to: VP of Sales
Description: Internally based sales position prospecting and developing new accounts within US territory.

Responsibilities

- Prospect and qualify and close accounts within target markets of financial services, government, retail and others.
- Perform sales activities, including prospecting, qualifying prospects, performing online product demonstrations, and occasional on-site presentations.
- Represent product strengths, competitive differentiation and quantify business benefits in sufficient depth to qualify and capture new business.
- Present the key selling points/features and benefits of Savant while focusing the message on customer needs and expectations.
- Track sales prospects and process within Salesforce.com system.
- Timely follow-up and response to leads and marketing efforts.
- Co-sell with established channel partners as required.

Requirements

- BA/BS undergraduate degree and 2-5 years successful software sales experience.
- Track record of attaining quota.
- Effective organizational and time management skills.
- Strong interpersonal, verbal, and written communication skills.
- Excellent customer relationship skills.
- Experience in an outbound call metrics-focused environment.
- Experience selling in a transactional model.
- Proficient in Microsoft Office, Salesforce.com, WebEx.
- Demonstrates persistence, overcomes obstacles, and strives to improve skills and achieve goals.
- Proven closer, skillfully moves the customer or prospect towards commitment.
- Experience in computer networking and/or software sale. Information security experience is a plus.

Resumes should be emailed to hr@savantprotection.com. Only direct applications will be considered; no recruiters please.

Savant Protection is an Equal Opportunity Employer.

Savant Protection
9 Commercial Street
Hudson, NH 03051

www.savantprotection.com
Phone: 603-889-0944
Fax: 603-589-2210