

Cybersecurity Sale Engineer

Job: Consulting - Contract

Job Title: Cybersecurity Sale Engineer

Primary Location: California

Schedule: Part-time

Job Description

We are looking for a Cybersecurity Sales Consultant to lead Novesh's sales to achieve target objectives, and to contribute to the overall Novesh growth plan, including revenue and gross margin targets. The consultant develops strategies and directs efforts to achieve sales goals. Primary responsibilities include pipeline generation, the closing of sales, providing technical recommendations and other input for the creation of cybersecurity sale service technical proposals, and the tracking of relevant opportunities. Experience with a cyber-security portfolio in IT and OT areas ranging from End-point security, Email Security, Cloud Security, Identity and Access Management services, and Application Security is required. It is an opportunity to lead the sales team that offers best-in-class cyber-security solutions and services from leading technology partners to customers across industry verticals.

Responsibilities

- Builds sales strategy, identifies new opportunities and provides organizational vision and communication to bolster the current success at Novesh; implements repeatable processes, systems and best practices that are required to ensure improved operations and increased customer acquisition.
- Passionate and enthusiastic involvement in all aspects of team management as well as direct interaction during the sales process with prospects, customers and partners; fosters teamwork and creates a positive work environment for a geographically distributed sales force.
- Establishes both short-term and long-term sales goals and monitors achievement, taking necessary action as needed to ensure sales targets are achieved; assess and identify improvements in the organizational model, team member profiles and account strategies to continually improve and scale operations.
- Bring in new customers and upsell existing customers; ensure the skills and development of the sales organization are aligned with business requirements leading to success for both the individual and Novesh.

Qualifications

- Bachelor's degree in a computer-related field is desirable; educational background in Electrical Engineering and Computer Science with strong cybersecurity training credentials will be also considered.
- 10 years minimum of related experience managing a large, multifaceted cyber security sales team
- Solid track record of building and leading best-in-class sale teams by creating loyalty, trust, and commitment to organizational goals
- At least one of the following certifications:
 - Certified Information Systems Security Professional (CISSP), ISA/IEC 62443
 - specialist, Certified in Risk and Information Systems Control (CRISC), Certified
 - Information Security Manager (CISM), or Certified Information Systems
 - Auditor (CISA), Cisco Certified Network Professional Security (CCNP Security).
- Well-versed in IT and OT technologies as well as IT/OT convergence.
- Masters in Business is preferred but not mandatory.
- Excellent verbal and written communication skills.

About Novesh Ltd.

Novesh provides innovative and state-of-the-art cybersecurity solutions and products to help businesses and organizations in securing their networks and protect their data from cybersecurity breaches. The core mission behind our work is to help companies thrive with a strong IT and OT cybersecurity infrastructure. We offer a thorough assessment of companies' IT and OT/ICS/SCADA/IIoT networks and facilitate their regulatory compliance process via automation. Novesh serves companies and organizations in different industry sectors and verticals.

If you can demonstrate that you meet the criteria above, please apply via Novesh website, www.novesh.com from the career section or email us your resume and letter of application to jobs@novesh.com.

Equal Employment Opportunity

Novesh is an equal opportunity, affirmative action employer providing equal employment opportunities to applicants and employees without regard to race, color, religion, age, sex, sexual orientation, gender identity/expression, national origin, protected veteran status, disability status, or any other legally protected basis, including arrest and conviction records, in

accordance with applicable law. Novesh is committed to providing reasonable accommodation to individuals with disabilities. If you are a qualified individual with a disability and either need assistance applying online or need to request an accommodation during the interview process, please email jobs@novesh.com.