



Sales Representative

About Razorthorn

Founded in 2007, Razorthorn has been delivering expert security consulting and testing services to some of the largest and most influential organisations in the world, including many in the Fortune 500. Razorthorn is well known in the industry for excellence and has been recognised by Gartner as a market leader for professionalism and quality in the delivery of PCI consultancy and advice.

The Role

We are now looking for a Sales Representative to be responsible for generating leads and meeting sales goals. Duties will include sales presentations and product demonstrations, as well as negotiating contracts with potential clients.

In order to be successful in this role, you will need to have a deep understanding of the sales process and dynamics, and also superb interpersonal skills. Previous experience in a sales, especially a cyber security role, is essential.

Main Duties & Responsibilities:

Drive sales of Razorthorn's cyber security services into a set of existing customer accounts and target net new business, generating leads and meeting/exceeding sales goals.

Establish and maintain key client relationships – presenting solutions to all stakeholder levels

Visiting clients and potential clients to evaluate needs or promote products and services

Identify cross sales opportunities of new products and services from our full portfolio range – Consultancy, Testing, Managed Services and Products

Provide clear and accurate proposals to customers, in line with their needs and requirements

Engage with other sales, marketing and technical team members to maximise opportunities.



Key Requirements:

- Proven experience in cyber security sales (2-3 years minimum)
- In depth understanding of the sales process and dynamics
- Previous track record of bringing new logo accounts on board
- Experience of successfully selling into medium to enterprise level clients across a variety of industries
- Professional presentation skills
- Superb interpersonal skills, including the ability to quickly build rapport with both customers and suppliers
- Excellent negotiation skills
- Ability to represent the company in a polite, efficient and professional manner
- Knowledge and passion for cyber security
- A commitment to excellent customer service
- Self-driven, work on own initiative
- Able to work comfortably in a fast paced environment

Benefits

- Health insurance
- Company contributed pension
- Flexible working locations (WFH/office)
- 28 days holiday per year, plus bank holidays

Salary

Up to £40,000 p.a. dependent upon experience

Generous uncapped commission structure