

# Senior Account Executive

**Do you have what it takes to join the elite security testing team?  
If you answered “Yes” we’d love to put you to the test!**

Canary Trap is always on the lookout for professionals to join our growing team. The Senior Account Executive is part of the Canary Trap's Business Development team. This role is responsible for identifying new opportunities for Canary Trap's security services within large enterprise accounts across North America. In this role the Senior Account Executive will be the face of Canary Trap throughout the sales process. As a Senior Account Executive, you will leverage your years of sales experience and all available tools made available by Canary Trap to achieve defined quarterly and annual targets.

Qualified candidates must possess the required certifications, expertise and experience along with interpersonal skills necessary for success.

## **Job Responsibilities & Description:**

- Reporting to the Vice President, Business Development
- Identifying net-new opportunities for Canary Trap within large enterprise accounts
- Learning and adopting Canary Trap's business development methodology
- Actively and aggressively look to identify and engage with prospective customers through leveraging your existing rolodex and tools made available by Canary Trap
- Tracking activity by ensuring daily updates are made to your forecast and sales funnel within Canary Trap's CRM.
- Achieving quarterly and annual targets as set forth within your compensation plan
- You have a comprehensive understanding of enterprise IT and the role, need, impact and value of cyber security within it.
- You're able to speak intelligently toward security issues, challenges and concerns that are impacting enterprise customers.
- You have proven track record in having sold security products and professional services to IT leaders within large enterprise accounts.
- You maintain intermediate knowledge “Day 1” of Canary Trap's service offerings in order to articulate the underlying value proposition and tailor your pitch to the customers stated needs and objectives. After 30 days you will maintain expert knowledge of Canary Trap's service offerings.

- You have an intermediate understanding of compliance and regulatory requirements that drive security spending that relate to Canary Trap's service offering.
- You have a demonstrated ability to qualify leads as to ensure effective time management.
- You're able to demonstrate a clear ability to build rapport quickly with net-new customers.
- You're a self-starter who doesn't require micromanagement to achieve goals and objectives.
- You operate with a high level of personal and professional integrity.
- You maintain a strong attention to detail including proper spelling and grammar.
- Strong organizational and project management skills.
- Minimum of 5 years progressive sales experience in selling enterprise IT solutions across North America.
- Minimum of 2 years' experience in selling security solutions, products and services.
- This description is not a comprehensive listing of activities, duties or responsibilities that may be required of the employee and other duties, responsibilities and activities may be assigned or may be changed at any time with or without notice.
- A Bachelor's degree or College Diploma is viewed favorably but not a firm requirement of this job position.

### **Have what it takes to Join Canary Trap?**

Submit your resume/CV to [careers@canarytrap.com](mailto:careers@canarytrap.com) along with a personal letter.