



Sales Professional

Digital Resources Group (DRG), a leader in security assessment and IT network services for the ecommerce and payment card industries located in Redwood Shores, California is looking for a *highly motivated, bright, articulate and hard working* **Experienced Sales Representative**. DRG offers its national client list a variety of security consultative and audit services, including PCI, HIPAA, GLBA, SOX, etc. Sales mix includes approximately 75% professional services and 25% security product sales. Successful sales professionals will be motivated by combination of base salary and sales commission remuneration that rewards sales effectiveness.

Responsibilities:

Motivated sales professional who can field sales opportunity calls and responds to emails from prospective customers. Sales professional must have good customer phone skills and communication skills. Able to work effectively with various levels of management from IT professionals to business owners.

Critical skills: Listening to customer; attention to detail; ability to gather data that impacts scope of engagement, problem solver and very strong writing skills. Individual must be organized and articulate.

Preference will be given to those with sales experience in Security and IT. Ability to learn and understand IT industry terminology and security principles is key to effectively communicate and meeting customer sales objectives.

Promote overall sales of DRG Security Services, ensure a high level of customer satisfaction, develop business approach for the Services Sales business and execute on that plan, as well as prospecting into less penetrated accounts.

Reports directly to Managing Director.

Qualifications:

- Minimum of 5 years or more of successful sales, preference to security and IT related sales experience.
- Ability to initiate, negotiate and close sales opportunities.
- Excellent negotiation, presentation, verbal and written communication skills is a must.
- Familiarity with responding to RFP's as well as developing and time sensitive delivery of technical proposals.
- Thorough knowledge of the Internet security industry with extensive industry contacts would be helpful but not required.
- Candidate must be able to manage the sales process within all levels in an account.
- Experienced with sales and CRM applications such as Salesforce.
- Bachelors degree required with a minimum of 5 years of business experience.
- Must be able to work independently with little management direction.
- Accountability, action-oriented, business expertise, ethics & values, interpersonal skills, savvy, flexibility, negotiating, organizing, planning, presentation skills, problem solving, results through action, strategic agility.
- Minimal travel may be required.

DRG offers a rewarding and challenging work environment, including excellent benefits.

Location: Redwood Shores, CA

How to be considered:

All of the following **MUST** be submitted to be considered for this position:

- Resume, with qualifications and previous job experience
- Overall compensation history and expectation
- List of references

The company will be conducting in office interviews for selected candidates. Please indicate your availability for interviews in your reply. Please reply via email to jobs@drgsf.com or via fax to 775-855-5042.