



Account Executive - Security Solutions

****To apply, please send resumes to HR@aurorait.com**

POSITION SUMMARY

ARE YOU READY? Are you ready to make a difference in providing best of class enterprise security solutions?

Do you strive for excellence? Love a rewarding challenge? Have what it takes to provide cutting edge technology along with unparalleled customer service? Love working with a great team? If so, you might just belong at Aurora!

Aurora is a cyber security firm working with mid to large enterprise customers nationwide with ever growing cyber security needs. The exponential growth in cyber security has kept us busy and we're looking for engineers like you to help us grow. Our core competencies include; **security assessments, encryption, network security, endpoint security, and data loss prevention.**

This position brings a plethora full of challenges with a highly rewarding total compensation and benefits package including above-industry commission rewards. The successful representative will be responsible for creating their own business in a named account environment, representing an almost 25-year old premier Security Consulting Firm, with a robust set of professional services offerings including security consulting and managed services, and a plethora of leading-edge security partners; with security products ranging from Data Loss Prevention, Web Portal Appliances and Next Generation IPS systems, to leading vendors in Managed Services, desktop security products and SIEM devices.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

Include, but not limited to, the following;

The Account Manager's focus will center on selling Aurora's security consulting, professional services

ADDRESS

2510 W. 237th Street, Suite #202
Torrance, CA 90505

PHONE

Main : (888) 282-0696
Sales : (424) 203-7333
Fax : (310) 530-8261

ONLINE

Web : aurorait.com
Email : info@aurorait.com



and security product solutions to 25 to 35 named accounts within a given geographic territory. They will be responsible for owning and coordinating all aspects of the sales cycle within the assigned territory and assigned accounts.

- Build a large sales pipeline within the territory and achieve and exceeding margin objectives of 500k annually.
- Effectively communicate Aurora's value proposition as it relates to our security consulting portfolio, professional services and security product solutions.
- Build strong relationships with technology partners and respective field sales reps (inside and outside) to gather leads and be introduced into sales opportunities, mutually.
- Monitor and mediate all necessary communication between customer, vendor, and technical resources within each account.
- Maintain internal communications with the Aurora team relative to specific opportunities and the associated requirements.

REQUIRED QUALIFICATIONS:

- Experience in solution and services based sales through work in an Information Technology environment typically gained over 5-7 years.
- Proven ability to build and execute territory and account plans with a track record of exceeding quota.
- Strong presentation and verbal communication skills.
- Understanding of a security landscape.

MUST HAVE:

- Valid Driver's License
- Ability to work greater than 40 hours per week as needed

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- Ability to travel at least 50% percent within assigned region
- High School Diploma or GED+

DESIRED QUALIFICATIONS:

- Experience and knowledge of the IT Security market and competitors.
- Strong relationships with key executives and sponsors within the region.
- Experience and knowledge of Risk/ Compliance market and competitors.
- Experience and knowledge of the IT Infrastructure market and competitors.
- History of Awards/Recognition for exceptional sales initiative and ability.

-Training will be provided on Aurora's overall services and solutions portfolio with the expectation that this role will also promote Aurora's overall offerings when possible during client engagements.

GENERAL ABILITIES:

- Must possess the utmost ethical standards and trustworthiness by not sharing privileged passwords, information and/or access to confidential data to other employees or people outside the company.
- Ability to communicate complex solutions clearly.
- Ability to negotiate and strategize with clients and staff.
- Able to exercise tact and diplomacy in dealing with clients and staff.
- Ability to learn and retain knowledge of a wide variety of technical information requests, and responds quickly to information requests.
- Ability to organize and prioritize work assignments, training schedules, and special requests in an unstructured environment.
- Highly developed communications skills for interacting with clients effectively. Can independently handle difficult client situations.
- Ability to maintain a courteous, professional manner with clients and staff at all times and work well under stress.

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AURORA

- Ability to interface internally with all departments and externally with outside sales, clients, and partners.
- Excellent written and oral communication skills.
- Able to project friendly, positive, "can do" and helpful attitude.
- Be a team player and self-motivated.
- Ability to multi-task and adjust to ever changing requirements.
- Ability to work effectively under remote supervision.

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