

Turkey Jobs Expertini®

Corporate Account Manager, Turkey

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Company: Cybereason

Location: Turkey

Category: other-general

About the Company

Cybereason is on a mission to reverse the adversary's advantage by empowering defenders with ingenuity and technology to end cyber attacks.

We have the technology, and now we are looking to expand our talent! Come and talk to us about joining as a Corporate Account Manager in Turkey with a diverse team of passionate people who win as one, ensuring a customer-first approach is core to everything we do and never giving up on reversing the adversary's advantage.

We are considering candidates located in Turkey

Duties/Responsibilities:

Develop and implement strategies to grow Cybereason's business through our approved sales methodology (Force Management)

Prospect aggressively to develop new business partners through networking, referrals, company lead generation and cold calling

Partner with Channel Directors to train business partners in products, services, pricing, and operational processes of Cybereason

Work with business partners to identify target accounts and to achieve specific goals for closing new business

Travel to existing and prospective customers with the purpose of sustaining and growing market share, promoting and selling company services and execute in-depth selling in all

accounts

Plan, coordinate and execute sales presentations to inform, persuade, educate and ultimately close business

Learn, develop and evangelise new ways for Cybereason to differentiate itself in the marketplace

Acquire in depth knowledge of Cybereason's service offering, knowledge of current market and market share, competition and strategy to secure competitor's business

Prepare and maintain necessary reports

Qualifications:

You are self-motivated with a consistent track record in software sales.

You have a sound knowledge of technology.

You are most comfortable in a dynamic atmosphere and a fast-growing customer base.

Bachelor's degree

4+ years relevant experience in SaaS sales

Rely on experience and good judgement to plan and accomplish goals

The ability to juggle a variety of complicated tasks, and comfortable working independently with remote support

Strong, effective presentation and communication skills, both verbally and written, to convey complex concepts to audiences with varying skill levels - in person, on the phone, and via email

Organised and analytical, able to eliminate sales obstacles through creative and adaptive approaches

100% professional and highly motivated with excellent project and task management skills

Excellent analytic and negotiation skills

Why join now?

Flexible remote working model.

Access to sales tools, people and processes designed to make you successful.

New hire stock equity.

Diverse and inclusive workplace culture.

#LI-Remote

More About Cybereason:

Our culture and how we operate reflects in our shared values. Our #Defenders are individuals with diverse skill sets and backgrounds who are driven to innovate and scale with our growing organization. We are a team that strives to learn from each other, solve challenging problems, and work collaboratively toward our goal of reversing the adversary advantage.

Core Values:

Win As One: The power of an individual is less than the power of a team.

Ever Evolving: Change keeps us at the forefront, so we encourage it.

Daring: To achieve the impossible, we must dare to be different.

Obsessed with Customers: We believe gaining our customers' trust is the most important part of what we do.

Never Give Up: We are tenacious and resilient, and we never stop.

UbU: We believe people can only unlock their full potential when they work somewhere that accepts who they are.

If these values resonate with you and our vision excites you, join us today and help us end cyber attacks from the endpoint to everywhere! #Defenders

Don't meet every single requirement? Studies have shown that women and people of color are less likely to apply to jobs unless they meet every single qualification. At Cybereason we are dedicated to building a diverse, inclusive, and authentic workplace (#uBu), so if you're excited about this role but your past experience doesn't align perfectly with every qualification in the job description, we encourage you to apply anyways. You may be just the right candidate for this or other roles.

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