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Nexum, Inc.
190 S. LaSalle Street
Suite 1450
Chicago, Illinois 60603
312 726 6900
312 726 4451 fax
www.nexuminc.com

Enterprise Network Security Sales

About Nexum, Inc.

Nexum, Inc., headquartered in Chicago, Illinois, is an information security and networking company with offices throughout the U.S. We've received numerous awards including being named Fastest Growing Integrator of the Year in 2005 by CRN (Computer Reseller News) and being named to the Inc. 500 Fastest Growing Private Companies just to name a few. The Nexum name has grown synonymous with helping Fortune 1000 companies select, deploy and implement IT security and networking solutions. At Nexum, **We Mean Security®**.

Due to our tremendous growth we're expanding our sales force and seeking experienced enterprise sales professionals that understand how to sell IT security solutions which solve real business problems. You must have experience exploring clients' business needs, articulating value propositions, managing opportunities throughout the sales pipeline, and ultimately increasing profits within your defined territory. This position requires a hunter mentality, dedication and an aptitude for learning new technologies.

Required Education, Skills and Qualifications:

- B.S. degree or equivalent. Minimum 5 years of experience selling enterprise IT security solutions (i.e IDS/IPS, firewalls, VPN, PKI, consulting, assessments, etc.)
 - Verifiable track record of over-achieving monthly, quarterly, and annual quotas.
 - High ethics, integrity, and humility and desire to be a part of world-class sales and support organization.
 - Must have strong knowledge of IT security and networking architecture concepts.
 - Experience in successfully executing complex sales cycles.
- Further develop relationships with Nexum's strategic vendor partners.
- Complete and submit all required reports such as forecasts, activity, compensation and expense reports on a timely basis.
- Continued usage of company CRM system including not limited to meetings, contacts, calendar, travel, and forecasts.
- Excellent oral and written communications skills and the ability to handle a variety of diverse responsibilities.

Desired Skills and Qualifications:

- Passionate and hungry for success.
- 5 or more years in system /solution sales within large Enterprise accounts.
 - Working knowledge of regulatory compliance issues and requirements that affect information security programs such as S.OX, HIPAA, and the Payment Card Industry (PCI) or VISA Cardholder Information Security Program (CISP).
- Consistently exceeding quotas of greater than \$2.5M.
- Technical competence including F5, Juniper, Bluecoat and Cisco networking or sales certifications.
- CCNA, CCNP, CCDA
- CDW, Juniper, f5, Bluecoat and Riverbed sales experience is a plus

Nexum offers one of the most aggressive compensation packages in the industry today which continuously rewards hard work and execution of a business plan.