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Nexum, Inc.
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Federal IT Security Senior Account Executive

Nexum is a fast-growing diverse IT security and networking company looking for sales candidates. Ideal candidates will have previous sales experience selling IT security solutions to the Federal government.

Do not apply without previous sales experience selling IT security solutions to the Federal government!

A little bit about us:

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 Federal sales professionals. You must have experience exploring clients' needs, articulating value propositions, managing opportunities throughout the sales pipeline, and ultimately increasing profits. 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 3 to 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.
- 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:

- 5 or more years in selling IT security solution sales to Federal government customers.
- Consistently exceeding quotas of greater than \$2.5M.
- Passionate and hungry for success.
- Technical competence including F5, Juniper and Cisco networking or sales certifications
- Knowledge and experience of vertical segment.
- Experience with Federal contracts such GSA, Eagle II, Connections, NetCents II and Defense Information Systems Network Global Services Management among others.
- Ability and a verifiable track record of building new markets.

Visit us online at www.nexuminc.com