

# Belgium Jobs Expertini®

## Commercial Account Executive

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Company: SentinelOne

Location: Belgium

Category: other-general

### About Us:

SentinelOne is defining the future of cybersecurity through our XDR platform that automatically prevents, detects, and responds to threats in real-time. Singularity XDR ingests data and leverages our patented AI models to deliver autonomous protection. With SentinelOne, organizations gain full transparency into everything happening across the network at machine speed – to defeat every attack, at every stage of the threat lifecycle. We are a values-driven team where names are known, results are rewarded, and friendships are formed. Trust, accountability, relentlessness, ingenuity, and OneSentinel define the pillars of our collaborative and unified global culture. We're looking for people that will drive team success and collaboration across SentinelOne. If you're enthusiastic about innovative approaches to problem-solving, we would love to speak with you about joining our team!

### What Are We Looking For?

SentinelOne is seeking results-oriented individuals with a 3+ year track record in successfully closing net new logos in the commercial sector. Successful candidates will possess a can-do and professional attitude, have a strong drive to exceed annual sales targets.

### What Will You Do?

The principal responsibilities for this position are to generate revenue from Commercial Accounts across Belgium and Luxembourg through following up on multiple lead sources, developing new clients, and selling directly into customers while leveraging our channel community.

In this position, you will:

Run a sophisticated sales process from prospecting to closure

Partner with our channel team to drive both net-new and recurring revenue

Partner with field sales counterpart and channel managers to build pipeline and grow the assigned territory

Become an insider within the Cyber Security Industry and become an expert of SentinelOne products

Stay well educated and informed about SentinelOne's competitive landscape and how to sell the value of our solutions and services when compared to the relevant competitors in the Next Generation Endpoint market space

Consistently meet, or exceed sales quotas

Prepare and provide accurate forecasts to management on a weekly basis

### **What skills and experience should you bring?**

Exceptional written and verbal skills in **English** and **Flemish**

Fluency in **French** is a strong advantage, but not required

Full understanding of and experience with the Belgian culture

2+ years of successful closing experience within a software vendor

Proven track-record of driving continued sales growth within a defined territory

Cyber Security experience strongly preferred but not required

Channel Sales experience strongly preferred but not required

Ability to field, qualify & close inbound inquiries from multiple sources

Ability to prospect and manage C-Level and senior level relationships within organizations

Ability to thrive in a fast-paced, target driven start-up-like environment

Exceptional communication skills including listening, writing and public speaking

Achievement driven & highly competitive self-starter with a strong work ethic

Bachelor's degree or equivalent work experience

### **Why us?**

3 month non-recoverable draw and uncapped commission

Life insurance, health insurance, disability insurance and retirement scheme

Restricted Stock Units with annual refreshers

Flexible Time Off and work from home allowance

Access to several co-working spaces

High-end MacBook or Windows laptop and home-office-setup gear

Volunteering day off and 4+ Wellness Days per year (ad-hoc days off for self-care)

Global gender-neutral parental leave and grandparent leave

Global Employee Assistance Programme offering confidential counselling

Full access to Udemy, an e-learning platform

Full access to Wellness Coach, a mental well-being and fitness application

Company Inclusion Networks and Mentor Programme

SentinelOne is proud to be an Equal Employment Opportunity and Affirmative Action employer. We do not discriminate based upon race, religion, color, national origin, gender (including pregnancy, childbirth, or related medical conditions), sexual orientation, gender identity, gender expression, age, status as a protected veteran, status as an individual with a disability, or other applicable legally protected characteristics.

SentinelOne participates in the E-Verify Program for all U.S. based roles.

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