

Sales Specialist

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Company: Persistent Security Industries

Location: Eupen

Category: other-general

Persistent Security Industries is a fast-growing cybersecurity startup specializing in Breach And Attack Simulation software. We are seeking an experienced and results-driven Technical Sales Specialist to join our team and be responsible for building and nurturing client relationships, conducting product demonstrations, and tailoring our BAS solution to meet the unique security challenges of each organization. Your role is not just about selling a product; it's about understanding our Nemesis Breach And Attack Simulation software inside and out, and conveying its value to potential clients.

Tasks

Responsibilities:

Collaborate with our technical team to deeply understand our Nemesis Breach And Attack Simulation software and its features.

Identify and target potential clients in need of cybersecurity solutions, ranging from small businesses to enterprise-level organizations.

Conduct product demo's and presentations to showcase the capabilities and benefits of our software.

Work closely with prospects to understand their unique security challenges and tailor solutions to meet their needs.

Build and maintain strong client relationships

Achieve and exceed sales targets and objectives, contributing to the growth and success of our startup.

Requirements

Qualifications:

Proven track record in technical sales, particularly in the cybersecurity or software industry.

Strong understanding of cybersecurity concepts such as Red Teaming and Adversary Simulation and trends.

Excellent communication and presentation skills.

Self-motivated, goal-oriented, and able to work independently.

Willingness to continuously learn and adapt in a dynamic, remote-first startup environment.

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