

SVP Sales

New York City, NY, US

Company X - Full-Time | Job date : [08-30-2018]

THE COMPANY

Who doesn't love the Internet? It is a force that has fundamentally changed our lives. A force that surrounds us, enlightens us, enriches us, and connects us as humans. With the Internet becoming central to our lives, the topic of cyber security-- and in particular malicious bots-- has become an urgent and mainstream conversation.

From the potential involvement of bots from Russian hackers impacting the outcome of the U.S. Presidential election to huge botnets siphoning \$7B+ a year from digital advertising industry, and from fake accounts and fake news on social networks to website spoofing and scraping, malicious bots threaten the very idea of open and trustable Internet today. In a world where a bot (an automated malware) can see and mimic everything a human does, all consumers, online businesses, major corporations, and governments are vulnerable.

Cybercriminals continue to grow in scale and sophistication. Taking on these well-funded adversaries is increasingly crucial.

Enter Company X -- one of the fastest growing cybersecurity companies focused on putting Cybercriminals out of business. The company's mission is to protect the Internet by verifying the humanity of every online interaction. They have developed the best bot mitigation technology in the world--one that processes trillions of transactions to identify and prevent malicious bots in mere milliseconds.

The initial focus for our technology has been the digital advertising ecosystem, because that's where the largest bot-nets and bot-farms are currently wreaking havoc. Advertising market's huge TAM notwithstanding (2020 ~\$335 billion), the company's horizontal platform can equally and easily apply to many other markets.

The company's mission to make Internet better has business and geopolitical implications far beyond the markets they participate in today. Each team member is fiercely committed to making this vision a reality.

Company Highlights:

- Founded in 2013 by three renowned hackers. HQ in New York City
- Ranked #17 in Deloitte's Technology Fast 500 with 8,714% three year CAGR. \$22M+ in SaaS revenue. The company is profitable.

- Expected to double its revenue in 2018.
- Well funded; Series B company with a total of \$27M raised. 100% participation from Series A investors.
- Internet-scale horizontal platform that can expand into multiple markets.
- Proprietary technology widely recognized as the best and most sophisticated in human verification in the world.
- Significant traction with 70+ paying customers.
- Passionate mission-driven team and culture.
- Proven and highly accomplished founding team and CEO in place to provide long term stability.

ROLE AND RESPONSIBILITIES

The Senior Vice President, Sales will serve as a member of the Executive Leadership team and lead the entire Sales organization. He/she will be responsible for driving the strategy and execution of all sales initiatives and will ensure short and long-term revenue expansion, including setting the strategic direction to meet revenue goals, while identifying and pursuing new revenue streams. The Senior Vice President will have responsibility for leading the sales organization as well as training, developing and hiring a best in class team. Additionally, this individual will have direct influence into the evolution of the company's products and services.

Key responsibilities include:

- **Go To Market** - Create and execute a GTM strategy for covering a large TAM (Total Addressable Market). Must be thoughtful, data driven and disciplined about how to deploy Sales resources against the right customer targets.
- **Team Build** - Recruit, mentor, and lead a high-performance sales and customer success organization.
- **Metrics** - Develop and implement appropriate sales infrastructure and metrics to ensure predictability, drive efficiency and productivity, and increase opportunities for sales growth.
- **Systems** - Build and optimize systems/processes in the sales organization (performance management, compensation, on boarding, training, measurement systems, etc.)
- **Executive** - Partner closely with Product & Marketing to create a strong and collaborative partnership that will ensure success in competitive positioning, market awareness and sales execution.

PROFESSIONAL QUALIFICATIONS

- Minimum 10 years sales management experience working with a compelling and verifiable track record of success.
- Strong understanding of selling SaaS or PaaS solutions to enterprise customers.

- Highly entrepreneurial, must be a Player/Coach who can personally drive revenue and manage from the field.
- Proven success in scaling a sales force and revenue streams to \$100M and beyond. Strategic thinker that has the ability to build innovative sales models, combined with the tactical ability to execute.
- Proven leadership skills with the ability to recruit, retain, mentor, train, and lead a world-class sales team; focused on doing things "the right way."

PERSONAL CHARACTERISTICS

- Dynamic, forward thinking executive who will bring high intensity and commitment to the business.
- Transparent, collaborative and not afraid to roll up their sleeves.
- High degree of intellectual horsepower with demonstrable emotional intelligence.
- Outstanding communication skills.
- Entrepreneurial, highly self-motivated, passionate and energetic leader.