



## Territory Sales Manager (TSM)

### The Company

Impulse is a privately-held company addressing the challenges of managing network access policies and endpoint security within large infrastructures. SafeConnect is the most flexible NAC solution available and offers an easy to implement and support endpoint policy management system. It seamlessly connects into existing multi-vendor network infrastructures while providing the flexibility to adhere to each organization's unique computing policy philosophies. SafeConnect's unique architecture provides a true out-of-line NAC solution that is vendor-independent, scalable, and flexible to meet your growth needs – resulting in reduced time, expense, and risk.

### Job Description:

The Territory Sales Manager (TSM) position is outside/inside sales combination position. The TSM is responsible for achieving sales targets in the assigned territory.

The general duties of the TSM position include:

- Business development and new customer acquisition within the Education and Enterprise vertical markets.
- Develop and execute territory and specific account sales plan.
- Develop strong relationships within the targeted account segment. This will require gaining access to key decision makers through prospecting and collaborating with partners. These relationships will include the President, CTO, CIO, & CFO.
- Conduct presentations and consultative selling to institutional executives and their technical counterparts.
- Drive the demand generation process, in conjunction with appropriate internal support teams, to achieve revenue growth targets.
- Participate actively in industry forums, trade shows and other venues where higher education industry presence is important to developing relationships that will lead to future engagements.
- Lead RFP/Proposal responses, contract negotiations and renewals.
- Recruit, develop and manage strategic business partner channels.
- Provide feedback of customer product requirements to product development team.

Reporting to the Vice President of Sales, the TSM will be involved throughout the sales process of identify targets, contacting prospects and creating opportunities. This role requires working closing with the BDR in the assigned region. To be successful the TSM will need to sales plans, coordinate activities and manage communications.

The position does require gaining a thorough understanding of the SafeConnect product, the customer environments, competing and related technology and ability to effectively present our value proposition to prospects.

### **Skills and Experience:**

- A minimum of five-to-seven years of successful business development or sales experience within the network, security, or technology services arena
- Experience & knowledge of the Higher Education and K12 Industries is highly desirable.
- Proven track record of exceeding aggressive sales quotas.
- Strong value-added solution selling skills.
- Strong communication skills with the ability to translate complex technical concepts into business terms.
- Strong prospecting and negotiations skills.
- Travel within assigned territory is required
- Successful participation in entrepreneurial/start-up organizations.
- Bachelor's degree required.

### **Success Criteria**

- To be professionally persistent
- Able to overcome objectives
- Self-motivated
- To have good listening skills
- Team working ability – collaboration
- Ability to build credibility with prospects quickly
- Appreciation and understanding for sales process
- Honest and trustworthy
- Ability to work in fast pace environment with multiple priorities
- Ability work virtually
- Results oriented specialists
- Able to work within in a small company environment

Impulse offers a highly competitive compensation package and the professional advantage of an environment that recognizes your contributions and supports continued personal development. Impulse Point offers a comprehensive benefits package which includes Medical / Dental / Vision Insurance Plan options, Flexible Spending Accounts, Health Savings Accounts, 401K Retirement Plan, Life Insurance, Equity Participation, Vacation, Sick and Holiday Paid Time Off, and Tuition Reimbursement. Impulse is an Equal Opportunity Employer.