



## Regional Sales Manager – U.S.A.

### The Company

Netsweeper is a leading provider of application and internet content classification and filtering solutions for businesses, educational institutions, government organizations, service providers, carriers, and OEM partners around the world. The Netsweeper platform provides the web security tools necessary to optimize network usage while providing users with a positive, productive, and safe internet experience.

Founded in 1999, Netsweeper has locations in Canada, UK, Dubai, India, the Netherlands, Australia, the United States, the Middle East, Africa, Malaysia, Pakistan, and South America. For more information visit [www.netsweeper.com](http://www.netsweeper.com)

### The Role

The Regional Sales Manager reports to the Sales Executive and is a member of the Company's global sales team. The Regional Sales Manager has technical domain knowledge and is a contributing member of his/her sales team. The Regional Sales Manager will co-ordinate and facilitate the support of Sales Engineers, Professional Services (implementation resources), Product Requirements for Development, Customer Service resources, and other resources as needed. The Regional Sales Manager is also responsible for account management, growth and development of their region. involvement with prospects and client management.

### What We Are Looking For...

- Someone who understands customers' diverse, specific business needs and applying Netsweeper Product knowledge to meet those needs.
- Ensures quality of service by developing a thorough knowledge of technical specifications and other features of Netsweeper Software.
- Persistent in engaging with prospects and clients using all the technology and techniques that we have at our disposal to ensure they understand value of the solutions we have to offer.
- Preparing and delivering customer presentations and demonstrations of the software, articulately and confidently.
- Advising on software features and how they can be applied to assist in a variety of contexts.
- Setting and meeting sales targets in coordination with sales leadership.
- Responding to tender documents, writing proposals, reports and supporting literature.
- Assisting with accounts receivable resolution.
- A salesperson who likes to meet with customers, understand their needs, and solve their problems.

### Measures of Success:

- Meeting assigned quotas for sales including revenue and units.
- Maintaining an appropriate sales funnel/ratio vs. quota by converting leads into sales.
- Achieving objectives as defined by the Sales Executive.

## Qualifications

- University degree or equivalent preferred in a Technology Domain.
- Minimum five (5) years of sales experience in a business to business sales environment, in addition to at least 5 years' experience as a salesperson/individual contributor.
- Proven ability to manage complex sales cycles utilizing solution selling and consultative selling techniques.
- Excellent sales and negotiation skills.
- Initiative, drive and enthusiasm, coupled with solid problem solving skills.
- Experienced in using CRM systems and processes (e.g. Salesforce). A track record of successfully negotiating and managing the sales cycle to closing of the sale.

## Company Benefits

- Competitive Compensation including a competitive salary and sales commissions on new sales, renewals, and expansion business.
- Comprehensive medical health coverage.
- Vacation, paid sick leave, and public holiday pay.
- Training Reimbursement and Internal Training Programs to enhance learning opportunities for employees.

The above job posting and information was written to indicate the general nature and level of work performed by employees in this role. It is not designed to contain or be interpreted as a comprehensive inventory of all duties, responsibilities, and qualifications required. Occasionally other job related duties may be assigned.

We thank all candidates for their interest but due to the volume of resumes we receive only candidates under consideration will be contacted. If interested in this position, please apply online or submit your resume and a cover letter to [careers@netsweeper.com](mailto:careers@netsweeper.com)