

## Job Description

### Account Executive

SPHERE is seeking an Account Executive (AE) who will develop and execute strategy on an account base of substantial strategic importance. The AE is distinguished by their specialized knowledge of problem solving skills, an ability to influence client buying decisions, and a successful track record of executing brand, expanding relationships, and increasing revenue.

SPHERE Sales Division is an energetic group comprised of dynamic security salespeople with an entrepreneurial spirit and desire to over-achieve. We promote a collaborative culture that values our customers and our people. The Account Executive is responsible for selling and presenting SPHERE software and services to current and net-new prospective enterprise accounts.

When you join SPHERE, you'll be part of a uniquely collaborative organization comprised of highly intelligent and driven individuals who have a passion for building something new. You'll have an opportunity to make a real impact on the organization and have fun while doing it. This is a hybrid position reporting to the VP of Sales of a growing Cybersecurity organization. If you are a self-starter who enjoys problem solving, collaborating, and thrives in a fast-moving, ever-changing startup environment, then read on!

### Essential Functions:

- Assigned to large, complex, high visibility, strategic, and tactically important accounts
- Prospect accounts in your territory
- Report to VP of Sales and serve as the primary point-of-contact regardless of account's geographic location
- Develop and execute account strategy and align company resources to maximize sales volume and revenue
- Maintain contact at a high executive level, focusing on the strategic nature of the relationship
- Present to C-Level prospective clients as well as resellers through effective and enticing product demonstrations
- Secure and maintain Master Service Agreements (MSAs) and other strategic agreements to facilitate revenue
- Responsible for assigned quota, account penetration, and balanced sales growth
- Develop and execute account strategy
- Leverage team members availability, roles, strengths, and weaknesses into virtual team effectiveness



- Establish and maintain current customer relationships by responding to customer requests and managing/resolving customer issues
- Demonstrate proficiency with the company sales process, methodologies, and systems
- Maintain accurate account information and activity detail in Customer Relationship Management (CRM) system
- Demonstrate proficiency in selling through others, team building, and conflict management
- Participate in marketing events such as seminars and trade shows when necessary

## Requirements:

- Bachelor's degree with a minimum of 5 years IT experience preferred
- Minimum 3 years of Microsoft Azure experience involving design, deploy, config, optimization, and of IaaS and PaaS solutions
- Experience in the design and operation of medium to large scale enterprise infrastructure, databases, and application systems requiring 24x7x365 uptime
- Azure certification
- Proficiency with PowerShell
- Experience managing enterprise software deployments preferably related to accounting and finance
- Ability to manage multiple projects and tasks and be a "task master"
- Demonstration of strong technical skills in the areas of enterprise application integrations, Microsoft Azure technologies, and SQL Server
- Ability to understand customer business problems and clearly formulate and articulate high level solution plans
- Excellent interpersonal and communication (verbal and written) skills
- Extensive experience with the Microsoft Cloud Ecosystem, including the following: SharePoint Online, PowerShell (and usage for BC deployments), Business Central Cloud/SaaS, Microsoft Azure Platform and Services, Azure SQL DB

## To Apply

Send your resume to [careers@sphereco.com](mailto:careers@sphereco.com)

## About Sphere

SPHERE is an industry-disrupting organization that has redefined how companies achieve controls across their environment. We've productized 10 years+ of experience into a purpose-built automation platform, SPHEREboard. The solution provides an innovative approach, starting with collection and incorporating remediation, of your most critical data, privileged accounts, on-prem Messaging and O365 assets. Our mission is to provide best-of-breed software and services for all your access governance needs. Our office is headquartered in Newark, NJ, across from the Newark Prudential Center and Newark Penn Station.



SPHERE is an equal opportunity employer. Applicants will be evaluated without regard to race, color, religion, sex, national origin, disability, veteran status, and other legally protected characteristics.