



## **Job Title: IT Managed Services and Security Sales Consultant**

Do you want to improve the lives of your clients? Do you want to defend businesses, and their employees? Would you like to help people that are victimized by ransomware and other cyber-attacks and in the deepest despair of their professional career? Can you work with a stellar team of IT/cybersecurity professionals to take a business that is shutdown, and bring them back to life? Are you the person who can respond at all hours of the day, night, weekends and holidays to help these people who are stressed out and don't know where to turn? Can you bring mature consulting advice and a good bedside manner to guide cybercrime victims and CEOs/CFOs/CIOs/IT directors to the successful path of recovery? Can you thrive while teaming with cyber breach counsel (lawyers), forensic specialists, and ransomware negotiators to formulate strategy, and deliver Statements of Work in a super timely manner no matter the time of day or night? Do you do what you say you are going to do?

Alvaka Networks and its NetSecure™ cybersecurity division are seeking a sales hunter wanting a growth opportunity. Alvaka Networks is a pure service information technology Managed Service Provider (MSP) and cybersecurity specialist serving clients throughout the US. We work to design, implement, maintain and proactively defend business systems and rescue those who have been victimized by cyber breaches of many types. Our cyber breach recovery and ransomware rescue teams are the best in the business. We work on primarily larger cases in the mid-enterprise space. Headquartered in sunny Irvine, CA, our employees voted us to be one of the Orange County Register's Top Workplaces in 2021. And 2022 is expected to be another record year for sales. Are you the candidate who can help make that happen?

### **Job Role:**

- Learn, understand, and become an unwavering evangelist for our clients and represent Alvaka Networks and our service offerings in a brand enhancing manner
- Be a relentless hunter of new business opportunity with clients seeking cyber breach response, managed IT services and security solutions
- Develop qualified leads and initiate contact with new business prospects and referral partners in a way that is consistent with our company values
- Develop relationships of trust and identify clients with requirements matching our service offerings and those of our partners
- Work to understanding clients' needs and develop strategies that will satisfy their business goals and your sales targets
- Become a strategic advisor to senior business executives and leaders with a vested interest in the success of their business and career
- Be goal and mission oriented, operating within the tight timelines in which we work



- Be a team player and cheer leader for our team success and that of our clients
- Work with Alvaka management and engineering teams to develop solutions, draft proposals, and service agreements, and manage them to a successful close at all hours of the day
- Maintain and report on monthly and quarterly goals/objectives to manage your personal success and our financial goals
- Work with partners to identify mutual opportunities and build our brand value
- Able to become expert in ransomware recovery case strategy while developing an intimate understanding of the various teams, our partners and their roles, associated laws, trends and more

#### **Work Experience/Education:**

- 5+ years outside sales experience selling technology services
- Creative solution seller and consultant with a track record of success
- Driven hunter and closer that simply loves the consultative process and knows how to find and win deals
- Strong organizational, written, verbal and interpersonal ability
- Proficient with typical productivity and office applications and can quickly learn our CRM and internal processes
- Possess the ability to adjust and move to match needs of clients and Alvaka Networks
- A person who does what they commit to doing, every time

***If you are an intelligent, driven and tech aware sales professional and hope to join a rapidly growing company, we are the team for you. The successful candidate will be joining a recognized company with a highly respected ethical and professional reputation with our clients and industry peers.***

#### **Ideal Candidate Has:**

- An intense drive to succeed
- Direct IT services sales and consulting experience
- The ability to learn quickly and pivot as situations evolve
- A very good bedside manner



**Job Type:** Full-time

**Pay:** \$60,000 (annually) Base Salary + Commission/Bonus Program

**Pay Potential:** \$60,000 - \$200,000 per year

**Benefits:**

- Health & Disability insurance
- 401(k) match
- Mileage reimbursement
- PTO
- Work from home (must be local enough to occasionally travel to clients within Orange County, Los Angeles and San Diego metro)

**Schedule:** Monday to Friday (weekends and after hours as needed)

**Supplemental Pay:**

- Spiff
- Commission

*All salaries, bonuses and benefits including but not limited to PTO, health and disability insurance are offered based on full-time employment and other qualification.*

**Education:** Formal education and/or relevant work experience and drive that allows the candidate to succeed for Alvaka and our clients.

**Willingness to Travel:** 25% or less

**Office Location:** Irvine, CA

**COVID-19 Considerations:** Employees are able to work from home. In most cases customer site visits are highly discouraged. Masks, gloves, hand sanitizer for employees are provided.