

Sales Manager: Sales & Marketing/Business Growth for a new Start-up

We're looking for a talented individual with a proven track record in growth, partnerships and business development to join our team as the Head of Growth.

If you have confidence in your ability to execute a great plan, then join us on our exciting journey! We are looking for an entrepreneurial Sales Manager who loves growing business, talking to customers and solving their problems, growth hacking, comfortable in direct sales as well as online sales or marketing etc. etc. Hands-on and managing a team or channel.

Your profile:

- Solid experience in B2B sales in the US - preferably with SaaS, software or marketing services
- Entrepreneurial mindset and like to push
- Ability to meet and knockout sales quota
- Strong attention to detail and organizational skills
- Highly pro-active and result oriented work style and you like to work independently
- Extensive knowledge in social media & influencer marketing
- A strong working knowledge of CRM, Excel and PowerPoint is essential
- Experience in the information security space a plus

It is a green field opportunity to make a real difference and build a business from ground-up. The chase is for exceptional people who love doing this. The compensation is going to be a combination of salary, commission, and equity in the company.

About the company: Zartech, Inc. is a Dallas based tech startup that was founded in 2016 and provides cybersecurity products and services to organizations. We help organizations work towards a steady improvement in their cybersecurity efforts. Our team of senior level practitioners has worked at some of the largest companies and government organizations in the world. We have developed and launched an innovative Governance, Risk & Compliance (eGRC) solution in the B2B space which is generating revenue. The solution is industry agnostic and can be utilized by any organization. It is a SaaS product with recurring subscription model and can also be offered for a single use. In addition, we also sell advisory and consulting services. For additional info on our products and services, please visit our website: Zartech.net

About the market that Zartech operates in: According to Gartner, the worldwide cybersecurity market is very lucrative and growing YoY, forecasted to reach \$170 billion by 2020. Gartner projects the overall security market will grow at a 7.8 percent CAGR through 2019. That means there is a huge market and opportunity to sell security products and services to organizations.

- **If you are interested in this position, please forward your resume to career@zartech.net**