

Sales Director

Location: Petach Tikva

About Us:

Sasa Software is a leader in preventing file-based attacks using Content Disarm and Reconstruction (CDR) solutions. As we scale our global footprint, we are seeking a Sales Director who combines high-level strategic thinking with a hands-on "hunter" mentality. This role is responsible for driving revenue, managing high-value prospects, and navigating the complex cybersecurity procurement landscape.

Technical Skills & Sales Expertise

- **SaaS & Software Proficiency:** Proven ability to sell complex software solutions, with a deep understanding of recurring revenue and license-based models.
- **Cybersecurity Domain Knowledge:** Familiarity with the current threat landscape, zero-trust architecture, and the terminology specific to network security and data sanitization.
- **Lead-to-Close Mastery:** Expert in the full sales lifecycle, including prospecting, conducting technical demos, and managing multi-stakeholder negotiations.
- **Commercial Modeling:** Ability to build and present profitable, complex price proposals that align with both client budgets and company margins.
- **CRM Data Management:** Methodological use of CRM systems (Salesforce/HubSpot) to forecast pipeline accuracy and track conversion metrics.

Basic Qualifications

- **Experience:** 5+ years in high-stakes Sales, specifically within the Software Technology sector.
- **Communication:** Good English (written and verbal). Must be capable of leading technical presentations and executive-level briefings.
- **Negotiation:** A documented track record of closing high-value deals and navigating complex contract terms.
- **Operational Excellence:** Highly organized and detail-oriented; capable of managing a high volume of leads without compromising quality.
- **Mobility:** Full willingness to travel domestically as required for client meetings and industry events.

Preferred Qualifications

- **Education:** Bachelor's degree in Computer Science, Business, or Marketing.
- **Cyber Industry Experience:** Direct experience in the cybersecurity industry is a significant advantage.
- **Quota Performance:** A history of consistently exceeding quarterly and annual sales targets.

If you are a self-driven individual who thrives in the dynamic field of cybersecurity, we want to hear from you.

Send your CV to: careers@sasa-software.com