

Kapalins Seeks a Cybersecurity Sales Specialist (Melbourne) to Join Our Mission!

Are you a passionate cybersecurity expert with a knack for building relationships? Do you thrive in a fast-paced startup environment?

Kapalins, a Melbourne-based cybersecurity company revolutionizing the industry, is searching for a talented **Cybersecurity Sales Specialist** to join our dynamic team!

In this role, you'll be a champion for our innovative solutions, driving sales and forging strong connections with key decision-makers.

Here's what you'll do:

- **Sell, Sell, Sell!** You'll be the face of Kapalins, effectively communicating the value proposition of our cybersecurity solutions to potential clients and driving revenue growth.
- **Relationship Rockstar:** Cultivating strong relationships with leadership and key decision-makers in target organizations is your forte.
- **Client Whisperer:** You'll actively listen to understand client needs and tailor solutions that perfectly address their cybersecurity challenges.
- **Market Maven:** Stay ahead of the curve! You'll be our eyes and ears, keeping us informed about industry trends, competitor activities, and emerging technologies. These insights will be invaluable for client consultations and product development.
- **Strategic Sales Sharpshooter:** Contribute to crafting and executing winning sales plans, consistently exceeding revenue targets.

Do you have what it takes?

- **Proven Success:** A track record of success in cybersecurity sales, with a focus on building and managing relationships with key decision-makers.
- **Cybersecurity Guru:** You have a deep understanding of cybersecurity trends and the challenges organizations face in today's landscape.

- **Communication Connoisseur:** Exceptional communication and presentation skills are a must to effectively engage and convince potential clients.
- **Self-Starter with a Hustle:** You're proactive and take initiative to identify and pursue new business opportunities.
- **Startup Spirit:** Adaptability, resilience, and a willingness to wear many hats are essential in our fast-paced environment.

Why Kapalins?

- **Shape the Future:** Be part of a high-growth startup and play a pivotal role in its success story.
- **Innovation Playground:** Collaborate in a dynamic and innovative work environment.
- **Rewarding Career:** Competitive salary with exciting performance-based incentives.

Ready to Make Your Mark?

If you're a results-oriented Cybersecurity Sales Specialist who thrives in a startup environment and is eager to contribute to our mission, we want to hear from you! Send your resume and a cover letter outlining your relevant experience to enquiry@kapalins.com.

Kapalins is an equal opportunity employer. We value diversity and welcome applications from all qualified candidates.