**Sales Director – US***Embark on a Journey in Digital Security as Sales Director for the Americas markets and make a lasting impact*

**Job description:**At Cryptomathic, we are searching for a passionate Sales Director, eager to drive sales across the 4 product areas in an established market with significant growth opportunities. In this role, you will be at the helm of developing and executing a strategic go-to-market strategy, collaborating with the best in the field, and being instrumental in shaping the digital security horizon.

You will be building and maintaining long-lasting relationships with customers while partnering with them to better understand their business objectives and needs. And you will drive strategic and active account management of the most important customer assets.

**We offer:**

**Dynamic Environment:** Be part of a team that adapts, evolves, and always stays ahead of technological trends.   
**Professional growth:** Stretch yourself to achieve even greater results in a market of opportunities and increase your track record  
**Flexibility:** With the possibility of remote working, choose the environment where your productivity thrives.

The preference of the location for the role is to be based in Austin Texas, other locations will be considered.

**Your Qualification:**

*Experience – Essentials:*

* 7+ years’ experience within Sales Director/Management roles whilst quota carrying selling enterprise software to large enterprise customers.
* 2+ year history of over-achieving sales quotas (top 10-15% of company)
* Proven track-record of building strong, positive and authentic connections with customers.
* Proven track record of being a top sales resource and strong account manager – preferably within the financial/fintech (Fortune 500 or G2000s).
* Strong business experience, ideally with a footprint, network and market know-how in the United States.

*Professional skills – Your strengths:*

* A consultative sales style, strong experience selling solutions and the ability to thrive in a fast-paced environment.
* Taking ownership of problems and remaining positive and focused despite setbacks, so being able to stay motivated and enthusiastic.
* Active listening – by understanding your customers’ needs.

Knowledge of cryptography, digital signatures or any of the cybersecurity markets, products, technology and market culture preferred.

**Why Join Cryptomathic?**Embrace the future of digital security alongside us. At Cryptomathic, we value every voice, champion expertise, and are committed to fostering growth. If you're poised to lead the digital realm of tomorrow and desire a fulfilling professional trajectory, send us your application.

**About Us:**Cryptomathic stands as a beacon in the world of secure server solutions. With a legacy built on innovation and trust, we've emerged as a global leader, setting benchmarks in digital security. Our reach extends across continents, reinforcing our commitment to delivering top-notch solutions that make digital interactions safer and more efficient. Our team, a fantastic blend of highly qualified experts and dynamic innovators, is the driving force behind our success. At Cryptomathic, we're not just shaping the present; we empower the development of a secure digital future, and we invite you to be a part of this journey. 