

Join Securosys, a fast-growing leader in cybersecurity, trusted by global banks, governments, and technology leaders. We protect the world's most sensitive data with Swiss-engineered precision and innovation. Our products are trusted by financial institutions, spanning both traditional banking IT and cutting-edge fintech and blockchain systems, as well as other organizations where safeguarding digital data is paramount. Headquartered in Zurich, Switzerland, with subsidiaries in Hong Kong and Germany, we are now expanding our presence in the United States.

We are seeking a highly skilled and motivated

## Regional Sales Director – Cybersecurity (USA, Remote)

to drive and manage the sales and adoption of Securosys HSM and CloudHSM solutions across the United States. The ideal candidate will have strong sales acumen, technical expertise, and a deep understanding of hardware security modules (HSM), cloud security, cryptographic solutions, and online services (SaaS/PaaS).

### Responsibilities:

1. Strategic Sales & Business Development
  - Develop and execute a strategic sales plan targeting resellers, system integrators, financial institutions, industrial enterprises, and government entities.
  - Identify, qualify, and close **new business opportunities** for Securosys **HSM and CloudHSM** solutions.
  - Establish and maintain **strong relationships** with key decision-makers within the partner ecosystem and customer organizations.
  - Expand and develop the regional sales activities. Develop the channel throughout the entire region by working closely with the VP International Sales.
2. Revenue Growth & Market Expansion
  - Drive revenue growth by developing and managing a robust sales pipeline.
  - Own and achieve an agreed Regional Sales Target and aim at all times for over achievement.
  - Conduct **market analysis** to identify new trends, customer needs, and competitive insights.
  - Negotiate **contracts and pricing** to ensure successful long-term partnerships.
  - Represent Securosys at industry events, conferences, and trade shows.
  - Create demand by understanding business challenges, value propositions, and by identifying the key buying influences in a complex sales environment.
  - Create demand for Securosys products and services emphasizing the value of Securosys products and services.

## Qualifications:

- **Experience:** 7+ years of **sales experience** in cybersecurity, cloud security, or **HSM-related** solutions as well as cloud services (SaaS/laaS).
- **Network:** Strong connections within financial services, industrial enterprises, system integrators, and government entities.
- **Track Record:** Proven ability to achieve or exceed sales targets, ability to develop New Name New Business sales, and selling enterprise solutions to C-level clients.
- **Channel Sales:** Experience managing a channel partner ecosystem.

## General Requirements

- **Education:** Bachelor's degree in Computer Science, Cybersecurity, Engineering, or Business (or equivalent experience).
- **Remote Work:** Ability to work independently while collaborating with global teams.
- **Travel:** Willingness to travel up to **50%** for client meetings, conferences, and events.
- **Work Authorization:** U.S. citizenship or ability to work in the **United States** (ideally also for government engagements). No VISA sponsorship for this role. Must live in the continental USA.
- **Tools we use:** HubSpot CRM, Confluence, LinkedIn Sales Navigator, Zoom, MS Teams

## Why Join Securosys?

- Be part of a fast-growing company in the **cybersecurity and fintech** industry.
- Work with cutting-edge HSM and cloud security solutions.
- Competitive compensation package, commission, and performance incentives.
- Opportunity to **shape the U.S. market** for Securosys products and services.
- Access to continuous learning and cybersecurity training programs.
- Opportunity for growth into global leadership roles as we scale operations in the U.S.
- Direct exposure to executive decision-making and company strategy.

When you join us, you'll become a part of an exhilarating high-tech work environment characterized by flat hierarchies, a seasoned management team, and swift decision-making processes. You'll have the autonomy to lead your region like your own business, with support from a collaborative and innovative leadership team. At Securosys, you'll experience a culture of appreciation and camaraderie, fostering a highly motivated team atmosphere.

## How to Apply:

If you are a results-driven Regional Sales Director in the USA with a passion for cybersecurity, we invite you to apply at [jobs@securosys.com](mailto:jobs@securosys.com) and become a key part of our growing team.