

Director of Sales

Cambridge, MA, United States

Company Description

RaySecur is revolutionizing security imaging with the world's first desktop scanners capable of seeing inside objects, such as packages and letters. A game-changer relative to x-rays which produce static 2D images and use ionizing radiation, our mmWave systems are completely safe and provide a real-time, 3D view of concealed items in full motion. Our systems are used by Fortune 500 companies and governments around the world and are backed by cutting-edge AI software and expert support through our partnership with the EOD Warrior Foundation, providing our clients with access to the world's leading threat experts on demand.

Job Description

As Director of Sales at RaySecur you will be responsible for leading inside sales and managing channel partners. What strategy to take, which verticals to pursue, how to spend your time and where you invest your budget are decisions you will make daily. You are always looking to innovate with your eye on the goal. At the same time no task is beneath you and are not afraid to dive in and make things happen. You are confident in your ability to deliver results but have the humility to learn from those around you. Whether hiring new talent or helping ensure the success of your existing team, you can motivate and inspire. You will be at the forefront of an organization which is blazing new trails, developing new markets, and disrupting the existing order.

Who We Are

We are a fast-paced, rapidly-growing, and dynamic start-up with significant customer traction helping to make the world a safer place. We are entrepreneurs at heart, always challenging the status quo and always ready to tackle the next challenge. We think strategically but are not afraid to roll-up our sleeves and get the job done no matter how big or small. We are dedicated and focused, but also make time to play and celebrate our successes.

Who You Are

You are an achiever with a track record of consistently exceeding expectations. You are not looking for a job, you want to make an impact. You thrive with few constraints but are quickly able to define a strategy, execute, and course correct when needed. You know how to both motivate and inspire a team and understand that a team wins and loses together. You are a true entrepreneur, always innovating, and never settling for good enough.

Responsibilities

- Build and lead inside sales team
- Manage and oversee channel partnerships
- Collaborate with senior leadership to architect and implement sales strategy

Required Qualifications

- Minimum 5 years' experience in direct B2B sales leadership with a proven track record
- Experienced with sales of business, mailroom, or x-ray equipment
- Understands digital marketing and implementation of digital campaigns
- Excellent communicator

Location: Raysecur is located in Cambridge, MA within walking distance of the Alewife station on the red line.

Interested candidates should submit resume and cover letter to: careers@raysecur.com

AN EQUAL OPPORTUNITY/DRUG-FREE EMPLOYER

We are an equal opportunity employer and do not discriminate against any applicant because of race, color, religion, sex, national origin, age, disability, sexual orientation, marital status or any other class protected by federal, state or local law.