

Sr. Vice President of Sales

Job Summary

We are seeking a dynamic and results-driven **Sr. Vice President of Sales** to lead our global revenue strategy in a rapidly evolving cybersecurity data services company. You will be responsible for driving sustainable growth, expanding market share, and maximizing revenue across all channels. Our ideal candidate brings a proven track record in scaling technology companies—preferably in cybersecurity or enterprise SaaS—and thrives in the fast-paced environment of a small but ambitious company with a worldwide customer base.

Key Responsibilities

Revenue Strategy & Growth

- Develop and execute a comprehensive revenue strategy that aligns with the company's vision, mission, and growth goals.
- Identify new market opportunities globally while optimizing existing revenue streams.
- Establish data-driven KPIs to monitor, forecast, and report revenue performance.

Sales Leadership

- Lead and grow a high-performing global sales organization, including direct sales, channel partners, and strategic alliances.
- Drive enterprise and mid-market sales in North America, EMEA, APAC, and emerging markets.
- Implement scalable sales processes, tools, and training programs to ensure consistent performance.

Marketing & Demand Generation

- Partner with marketing to align brand positioning, messaging, and campaigns with revenue objectives.
- Leverage thought leadership, industry events, and content strategy to build global awareness and lead generation.

Customer Success & Retention

- Lead the customer success team to optimize the customer journey, ensuring high retention and expansion revenue.
- Implement upsell, cross-sell, and renewal strategies to maximize customer lifetime value.

Partnerships & Channels

- Work with the Vice President of Alliances to build and manage strategic partnerships with VARs, independent software vendors, MSPs, and systems integrators.

- Negotiate and maintain agreements that expand market reach and accelerate growth.

Key Qualifications

- 10+ years of experience in sales, marketing, and revenue leadership in technology, with at least 5 years in cybersecurity or enterprise SaaS.
- Proven track record of scaling revenue in small-to-mid-sized companies to \$50M+ ARR.
- Experience managing global teams across multiple time zones.
- Strong understanding of the cybersecurity market, trends, and buyer personas.
- Exceptional negotiation, strategic thinking, and data-driven decision-making skills.
- Ability to work in a resource-constrained, high-growth environment.

To apply for this position, please submit your resume to careers@spur.us.