

Account Executive

Build qualified pipeline and carry standard compliance opportunities from first meeting through proposal and close.

Location	Remote
Team	Sales
Employment type	Full-time employee
Reports to	CEO
Salary	\$85,000 per year plus uncapped commission
Target earnings	\$160,000 at 100% quota attainment

Duties and responsibilities

- Build target account lists and run outbound prospecting against Semper Sec's ideal client profile in regulated markets.
- Respond quickly to inbound leads, referrals, and partner introductions, and turn qualified interest into discovery meetings.
- Run initial qualification and discovery for standard compliance opportunities across CMMC, ISO 27001, SOC 2, HIPAA, and related advisory services.
- Manage follow up, scheduling, notes, next steps, and CRM updates with consistency.
- Move smaller and standard engagements through proposal and close inside approved pricing and scope guardrails.
- Support proposal preparation and internal coordination for larger strategic opportunities led by the Enterprise Account Executive.
- Keep opportunity stages, activity records, close dates, and qualification details accurate in the CRM.
- Support partner and marketing follow up campaigns that grow qualified pipeline and meeting conversion.
- Follow Semper Sec's information security, privacy, and professional conduct policies.

Qualifications

- Two to four years of B2B sales, business development, or account executive experience, preferably in professional services, cybersecurity, SaaS, or compliance.
- Strong written and verbal communication, with the ability to run structured first meetings and hold buyer momentum.

- Ability to speak credibly about Semper Sec's core frameworks and services, including CMMC, ISO 27001, SOC 2, HIPAA, and vCISO.
- Organization, responsiveness, and the ability to work independently against measurable activity and pipeline expectations.
- Experience with CRM tools, opportunity tracking, and sales process discipline is preferred.

Benefits

Offered to all Semper Sec full-time employees: Health and dental, Vision, Flexible Time Off, 401(k).

How to apply

Send your resume or CV to jobs@sempersec.com with 'Account Executive' in the subject line.

Actual compensation will consider a wide range of factors, including skills, qualifications, experience, and communication ability. Semper Sec is a fully remote employer.