

Enterprise Account Executive

Own complex compliance and GRC sales cycles end to end, from executive discovery through pricing, proposal defense, and close.

Location	Remote
Team	Sales
Employment type	Full-time employee
Reports to	CEO
Salary	\$150,000 per year plus uncapped commission
Target earnings	\$380,000 at 100% quota attainment

Duties and responsibilities

- Own full-cycle sales activity for strategic and enterprise opportunities, from first qualified meeting through closed won and commercial handoff.
- Lead executive discovery, qualification, solution framing, proposal strategy, pricing, negotiation, and closing.
- Carry an annual quota covering enterprise revenue, partner-sourced opportunities, and larger compliance advisory engagements.
- Lead scoping conversations for CMMC, ISO 27001, SOC 2, HIPAA, NIST 800-171, and Managed GRC with limited executive support.
- Build and defend statements of work, change orders, phased engagements, assumptions, exclusions, and commercial proposals.
- Develop referral, channel, audit, and technology partner relationships that widen pipeline and improve win rates.
- Run weekly forecast reviews and keep opportunity stages and next steps accurate in the CRM.
- Work with marketing and delivery leadership so what gets sold is realistic, profitable, and matched to client needs.
- Follow Semper Sec's information security, privacy, and professional conduct policies.

Qualifications

- Five or more years of full-cycle B2B sales, including two years selling cybersecurity, compliance, GRC, or audit-related services into regulated industries.
- Proven ability to run complex discovery and scope professional services engagements without heavy presales support.

- Working knowledge of CMMC, ISO 27001, SOC 2, HIPAA, NIST CSF, or NIST 800-171.
- Strong commercial judgment, proposal writing ability, and confidence in pricing and negotiation.
- CRM discipline, pipeline forecasting, and a structured sales methodology such as MEDDPICC.
- Executive presence, clear written and verbal communication, and the ability to operate independently.

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 'Enterprise 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.