

Regional Account Manager

Compass IT Compliance, LLC is a leading Information Technology Security, Audit and Compliance firm. Companies large and small must comply with a confusing mix of regulations and laws such as the PCI DSS (Payment Card Industry Data Security Standard), FFIEC, Sarbanes-Oxley, HIPAA / HITECH, Basel II, Gramm-Leach-Bliley Act, Patriot Act, Identity Theft Red Flags, SEC requirements and state privacy laws. Even in today's tough economy, and in the face of rising costs and shrinking staffs, companies must remain a step ahead of these complex compliance requirements.

Compass IT Compliance provides experienced, certified Security Analysts to perform and review the technical components for the various regulations, frameworks and guidelines organizations are faced with. By outsourcing these security requirements to Compass, organizations save costs while ensuring compliance by employing objective, certified consultants from an independent and trusted IT Security and Compliance leader. The security services Compass provides include:

- Internal/External Penetration Testing
- Web Application Penetration Testing
- Vulnerability Scanning
- Social Engineering Testing (Phishing)
- Security Awareness Training
- Firewall/network configuration reviews
- Digital Forensics Investigations

Compass is looking for an experienced IT Compliance and Security sales specialist for a full-time position to assist in meeting the growing need for compliance and security services within the business world today. The IT Compliance and Security Sales Specialist position would entail presenting Compass' services and offerings to potential clients. An IT background with experience in PCI, PII, Banking or HIPAA/HITECH regulations is desired. Sales professional would need to be able to work independently as well as part of a team, interact with all levels of client personnel and effectively communicate their efforts and results to organizations' technical teams as well as their senior management teams. Regional travel (50%) and some after-hours work required.

Regional Account Manager Job Summary:

- Build relationships with clients
- Identify and develop new business opportunities
- Research new sales leads
- Close new sales accounts
- Manage existing accounts
- Expertise in Compass product offerings
- Present Compass offerings at trade shows

- Participate in team projects and assignments
- Present proposals to potential clients demonstrating knowledge of company offerings
- Build long term profitable relationships
- Great interpersonal skills
- Customer first mindset

JOB REQUIREMENTS

IT Compliance Specialist Skills & Requirements:

- Bachelor's degree in Computer Science/Computer Information Systems or related field or equivalent experience
- 5 years of Information Technology Sales experience or related field
- Excellent written and verbal communication skills
- Self-motivated
- Strong team player
- Computer efficiency
- Ability to work independently
- Location flexible, ability to work remotely
- Salary to be based on experience level
- Commission add on to salary
- Health benefits provided