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## **Federal Inside Sales Account Manager**

Nexum is a fast-growing diverse IT security and networking company looking for sales candidates. Ideal candidates will have previous sales experience selling IT security solutions to the Federal government.

**Do not apply without previous inside sales experience selling IT security solutions to the Federal government!**

### **A little bit about us:**

Nexum, Inc., headquartered in Chicago, Illinois, is an information security and networking company with offices throughout the U.S. We've received numerous awards including being named Fastest Growing Integrator of the Year in 2005 by CRN (Computer Reseller News) and being named to the Inc. 500 Fastest Growing Private Companies just to name a few. The Nexum name has grown synonymous with helping Fortune 1000 companies select, deploy and implement IT security and networking solutions. At Nexum, **We Mean Security®**.

Due to our tremendous growth we're expanding our sales force and seeking experienced Federal inside sales professionals that understand how to sell IT security solutions to the Federal government. You must have experience exploring clients' needs, articulating value propositions, managing opportunities throughout the sales pipeline, and ultimately increasing profits. This position requires a hunter mentality, dedication and an aptitude for learning new technologies.

### **Required Skills and Qualifications:**

- Minimum 1 to 3 years of inside sales experience selling enterprise IT security solutions to Civilian or DoD agencies.
- Verifiable track record of over-achieving monthly, quarterly, and annual quotas.
- High ethics, integrity, and humility and desire to be a part of world-class sales organization.
- Must have strong knowledge of IT security and networking architecture concepts.
- Excellent oral and written communications skills and the ability to handle a variety of diverse responsibilities.
- Passionate and hungry for success.
- Cold calling

### **Desired Skills and Qualifications:**

- 1 to 3 years sales experience in IT security solutions to Civilian or DoD agencies
- Technical competence including F5, Juniper and Cisco networking or sales certifications.
- Experience with Federal contracts such GSA, Eagle II, Connections, NetCents II and Defense Information Systems Network Global Services Management among others

### **Required Education:**

B.S. degree or equivalent.

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