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**Nexum, Inc.**  
190 S. LaSalle Street  
Suite 1450  
Chicago, Illinois 60603  
312 726 6900  
312 726 4451 fax  
[www.nexuminc.com](http://www.nexuminc.com)

## Inside Sales Account Manager

### About Nexum, Inc.

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 looking for Inside Sales candidates. Ideal candidates will have previous inside sales experience selling enterprise IT security solutions. **Do not apply without previous sales experience!**

Visit us online at [www.nexuminc.com](http://www.nexuminc.com)

### Required Skills and Qualifications:

Minimum 1 to 3 years of inside sales experience selling enterprise IT security solutions.

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 and support 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 or more system /solution sales within large Enterprise accounts.

Working knowledge of regulatory compliance issues and requirements that affect information security programs such as S.OX, HIPAA, P.C.I.) or VISA Cardholder Information Security Program (CISP).

Technical competence including F5, Juniper and Cisco networking or sales certifications.

CCNA, CCNP, CCDA

### Required Education:

B.S. degree or equivalent.