



Director of Sales

Duality is a well-funded start-up bringing trust back into digital collaborations. We are at the forefront of Privacy Enhanced Technology (PET) solutions enabling organizations to collaborate on sensitive data. Duality is looking for a star candidate to lead sales and join our dynamic team of stars in cryptography and data science, product and marketing. The role reports to the CEO with responsibility to drive sales along with establishing the foundations for our sales organization. Duality's offering attracts Fortune 1000 organizations in multiple industry sectors and the sales director will be focused on direct sales with customers.

Requirements:

- Proven experience in enterprise software solution selling involving:
 - Innovative & complex technology
 - Consultative sales processes
 - Taking part in defining the product market fit and value prop
 - Door opening and lead generation
- Covered sales starting from the “paid pilot” stage all the way to ~\$10M
- Has experience in Financial services, advantage: RegTech, Compliance, Risk
- Strong presentation skills that excite and motivate prospects
- Ability to start as an IC carrying a quota with a potential to grow and manage a team
- Experience managing and/or collaborating with GTM teams (pre-sale and post-sale, product marketing, customer success)

Personalities:

- Conceptual, solution oriented to understand customer needs and how to address with Duality's offering
- Can understand complex solutions and easily articulate customer value, while translating powerful technology into business benefit
- Has a proven track record of success and the high energy to win in a competitive market.
- Multi-cultural environment (experience working with Israelis) and time-zone flexibility
- Goal driven, with the ability to see the broader picture and build a new sales process
- 7+ years of sales experience

For more information or to apply, please send an inquiry email to:
jobs@dualitytech.com

<https://www.dualitytech.com>

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