



Job Title: Sales Representative

In this role as a Sales Representative at Archer, you will serve as a leader on all compliance and cybersecurity solutions across our portfolio. This is a strategic career opportunity within our organization focused on Archer's world's leading Cybersecurity Compliance & Consulting solutions.

In return for your talent and eagerness, we'll provide you with an attractive compensation and benefits package. Also, you'll have the opportunity to flourish in a dynamic environment, working alongside exceptional colleagues, selling industry-leading cybersecurity consulting services.

This role may also involve travel post pandemic and may require spending time at the customer's site developing and presenting sales proposals and cybersecurity solutions.

Job Overview

Archer's Sales Team is responsible for building Archer's cybersecurity business by selling our consulting services and products, providing compliance information, and maintaining relationships with customers in an assigned geographical territory within the electric and gas/oil industries.

Archer is seeking a Sales Representative, in Eastern U.S. area, responsible for promoting Archer's services and solutions to industry accounts. You'll be the one to introduce prospective clients to Archer's expert guidance. Over the phone, in person, and at industry events, you'll build relationships and win new business from utility companies of all sizes. You'll position Archer's expertise for Physical Security, Cybersecurity, Operations and Compliance Consulting to help critical infrastructure companies execute on their strategies in this fast-paced growing market.

Key Responsibilities

- Service as the primary interface between the customer and Archer.
- Cultivate new prospects and cross-sell solutions to existing accounts by developing and maintaining mutually beneficial relationships with other Archer Associates and Partners.
- Drive sales growth through maximization of resources and execution of market segment strategies.
- Work closely with procurement teams to negotiate local opportunities.
- Work closely with Archer's consultants and other team members to ensure the team is supporting the customer as necessary.
- Develop and maintain relationships at all levels within the customer's organization.
- Maintain a high level of awareness with regards to industry trends, standards, and competitive activity within the electric and oil/gas sectors.
- Ability to independently lead needs and discovery discussions with organization influencers and technical staff.
- Mine existing and prospective clients for referral business both new and existing.

What Your Background Should Look Like

- Bachelor's Degree or Military Experience
- Cybersecurity, Physical Security, Utility Operations and/or NERC CIP/O&P Experience
- Energy Utility Experience including Electric, Nuclear, Wind, Hydro and Gas
- Two or more years of business-to-business sales experience with proven proficiency in selling, prospecting, and territory management
- Goal-oriented, motivated self-starter, with capacity and drive to reach and exceed sales quotas
- Demonstrated cold calling sales ability
- Excellent customer-facing presentation skills
- Demonstrated ability to organize and prioritize
- Ability to work independently and work with other Archer Sales Associates
- Outstanding networking, influencing, and listening skills
- Excellent oral and written communication skills

About Archer

The roots of Archer go back to 2001 when our founding Partners crossed paths at a large electric utility in the Pacific Northwest. At that time, cybersecurity was a novelty in the critical infrastructure sectors and was just beginning to receive attention from government officials, executives, and other interested parties. Cybersecurity practices in general, and in operations particularly, were all in their infancy, and reliability regulations had not yet been conceived.

Since then, the sectors have matured (some more so than others) and our Partners and Associates have been integrally involved in the process along the way. Fast forward to today, Archer continues to service critical infrastructure organizations bringing along other top-level consultants and integrators forming the premiere reliability, security and compliance solutions provider serving critical infrastructure companies throughout North America and internationally. Our clients benefit directly from our vast experience and ongoing, deep connections within industry and government. We help our clients develop and implement security and reliability solutions, mature regulatory compliance programs, and develop effective technology blueprints.

Compensation

- Competitive base salary commensurate with experience: \$xxx – xxx (subject to change dependent on physical location)
- Posted salary ranges are made in good faith. Archer reserves the right to adjust ranges depending on the experience/qualification of the selected candidate as well as internal and external equity.
- Total Compensation = Base Salary + Incentive(s) + Benefits

Benefits

- A comprehensive benefits package including health insurance, 401(k), disability, life insurance, profit sharing plan, and PTO.

Apply now and in case your email filter doesn't recognize Archer, please keep an eye on SPAM and junk folders, so you don't miss our communication.