

# Australia Jobs Expertini®

## Regional Sales Manager - Federal - Civilian - Federal Reserve Sec

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Company: Palo Alto Networks

Location: Central Coast

Category: other-general

Our Mission At Palo Alto Networks everything starts and ends with our mission: Being the cybersecurity partner of choice, protecting our digital way of life. Our vision is a world where each day is safer and more secure than the one before. We are a company built on the foundation of challenging and disrupting the way things are done, and we're looking for innovators who are as committed to shaping the future of cybersecurity as we are. Our Approach to Work We lead with flexibility and choice in all of our people programs. We have disrupted the traditional view that all employees have the same needs and wants. We offer personalization and offer our employees the opportunity to choose what works best for them as often as possible - from your well-being support to your growth and development, and beyond!

Your Career The Regional Sales Manager - Federal Civilian is a significant driver of company revenue and growth. As an experienced and dynamic sales professional, you're responsible for leading and driving sales engagements. You're motivated by the desire to solve critical challenges facing our customer's secure environment, so you're prepared to connect them with a solution for every stage of threat prevention. You'll be responsible for meeting and exceeding your quota by crafting and implementing strategic territory plans targeting deployments of the Palo Alto Networks Next Generation Security Platform. This is a unique opportunity for a closer with a go-getter mentality to win business and market share by actively displacing competing technologies. Your Impact As a Regional Sales Manager - Civilian, you will drive and orchestrate complex sales cycles and work with our internal partners and teams to best serve the customer Bring your experience and consultative selling skills to initiate long-standing relationships with prospective customers and executive

sponsors Your focus will be to create and implement strategic account plans focused on attaining enterprise-wide deployments Understanding of the strategic competitive landscape and customer needs so you can effectively position Palo Alto Networks Engage a programmatic approach to demand to generate, develop, and expand your territory Leverage prospect stories to create a compelling value proposition with insights into value for that specific account Stay updated on industry news and trends, and how they affect Palo Alto Networks products and services Travel as necessary within your territory, and to company-wide meeting Your Experience Experience and knowledge of SaaS-based architectures, ideally in a networking and/or security context -awareness of SASE technology is preferred Experience cultivating mutually beneficial relationships with our channel partners to bring channel-centric go-to-market approach for our customers Experience with and ability to lead all aspects of the sales cycle with the ability to uncover, qualifying, developing, and closing new, white-space territories and accounts Deep knowledge of Civilian Agencies specifically the Federal Reserve Possess a successful track record selling complex-solutions Excellent time management skills, and work with high levels of autonomy and self-direction Highly competitive, ramp quickly, extremely adaptive, and pride yourself on exceeding production goals Active security clearance The Team Palo Alto Networks has brought technology to market that is reshaping the cybersecurity threat and protection landscape. Our ability to protect digital transactions is limited only by our ability to establish relationships with our potential customers and help them understand how our products can protect their environments. This is where our sales teams come in. Our sales team members work together with large organizations to keep their digital information safe. Our passionate sales teams educate, inspire, and empower our potential clients. As part of our sales team, you are empowered with unmatched systems and tools, constantly updated research and sales libraries, and a team built on joint success. You won't find someone at Palo Alto Networks that isn't committed to your success – with everyone pitching in to assist when it comes to solutions selling, learning, and development. As a member of our sales team, you are motivated by a solutions-focused sales environment and find fulfillment in working with clients to resolve incredibly complex cyberthreats. You're an amazing sales person – you're just looking for something more substantial and challenging as your next step. Our Commitment We're trailblazers that dream big, take risks, and challenge cybersecurity's status quo. It's simple: we can't accomplish our mission without diverse teams innovating, together. We are committed to providing reasonable accommodations for all qualified individuals with a

disability. If you require assistance or accommodation due to a disability or special need, please contact us at \*\*\*\*\* . Palo Alto Networks is an equal opportunity employer. We celebrate diversity in our workplace, and all qualified applicants will receive consideration for employment without regard to age, ancestry, color, family or medical care leave, gender identity or expression, genetic information, marital status, medical condition, national origin, physical or mental disability, political affiliation, protected veteran status, race, religion, sex (including pregnancy), sexual orientation, or other legally protected characteristics. All your information will be kept confidential according to EEO guidelines. The compensation offered for this position will depend on qualifications, experience, and work location. For candidates who receive an offer at the posted level, the starting base salary (for non-sales roles) or base salary + commission target (for sales/commissioned roles) is expected to be between \$251,900/yr to \$346,400/yr. The offered compensation may also include restricted stock units and a bonus. A description of our employee benefits may be found here . Is role eligible for Immigration Sponsorship?: No. Please note that we will not sponsor applicants for work visas for this position. #J-18808-Ljbffr

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