

**Company: IAM Experts Ltd**  
**Location: UK**  
**Role: Sales Executive**  
**Job Type: Full-time, Permanent, Remote/Hybrid**

## Sales Executive

---

### About IAM Experts:

IAM Experts is a leading consultancy firm that provides professional services in Identity Access Management (IAM) to organisations worldwide. With over 16 years of industry recognition, we are committed to delivering expertise and dedication to every project. Collaborating with established leaders and emerging vendors, we stay ahead through continuous technology watch. Operating across three continents with offices in the UK, France, India, and South Africa, our diverse team is proficient in 5+ languages, supporting clients globally. We take pride in our international reputation and rely on the support of over 360 valued consultants in the IAM space. In our dynamic environment, we promote open communication, respect, trust, and ongoing improvement.

### Role Overview:

Interested in joining our team of skilled professionals? We are currently seeking a highly motivated and results-driven **Sales Executive** specialising in Identity and Access Management (IAM) services.

As a **Sales Executive** at IAM Experts in London, you will be responsible for actively hunting new business, qualifying leads, and closing deals. Your strong skills in communication and sales with C-level executives and key stakeholders in tech or cybersecurity will enable you to add value to the client's IAM journey.

### Your Experience:

- A minimum of 3 years of experience in hunting new business, particularly with key accounts or large enterprises in the IAM, cybersecurity, or technology consulting sectors.
- Proven success in lead qualification, identifying high-potential opportunities, and driving business growth.
- Strong understanding of IAM technologies and how they can address enterprise-level security and compliance needs. Familiarity with IAM vendors and their solutions is an advantage.
- Experience using CRM systems (e.g., Salesforce, HubSpot) to manage and track leads, opportunities, and sales progress.
- Strong organisational skills and the ability to manage multiple opportunities simultaneously.
- Bachelor's degree Business, Computer Science, or a related field. An MBA or advanced degree is a plus.

### Key Competencies:

- Self-motivated and comfortable working independently to drive new business acquisition.
- Goal-orientated with a strong focus on meeting and exceeding targets.
- Excellent communication, presentation, and negotiation skills, with the ability to engage decision-makers at all levels within large, complex organisations.

### Compensation & Benefits:

- Competitive salary and commission structure based on successful new business acquisition.
- Opportunity to be at the forefront of a rapidly growing consultancy in the IAM space.
- Work with leading IAM technology vendors to provide the best solutions for clients.
- Opportunities for career progression and professional development within a supportive, collaborative environment.
- Private medical insurance.
- Pension benefits are detailed in the employment agreement.
- 28 days annual leave.
- Collaborative and supportive work culture, with a focus on teamwork and continuous improvement.
- Opportunities for professional development and career progression.

### Work Style: Remote/Hybrid

This is a full-time position, Monday to Friday, primarily remote with regional travel to meet client needs. An in-person team meeting is held once per month at our Paddington office in London.

***Please note, you must be authorised to work in the United Kingdom. We do not currently offer visa sponsorship for this role.***

### Why Join Us:

At IAM Experts, you'll have the opportunity to work with cutting-edge technologies and collaborate with a talented team of professionals. We offer competitive compensation, comprehensive benefits, and opportunities for career growth and advancement. If you are passionate about technology and cybersecurity and thrive in a vibrant environment, we'd love to hear from you!

IAM Experts is an equal opportunity employer and values respect, diversity, inclusivity, and fairness in the workplace.

### Contact:

If you want to be part of our dynamic and talented team, please submit your CV and cover letter outlining your experience to [careers@iamexperts.org](mailto:careers@iamexperts.org). Applications will be reviewed on a rolling basis until the position is filled.