

Job Title: Senior Sales Executive – Microsoft Azure Cloud Platform

Location: Remote

Department: Outside Sales

Reports To: CRO, EVP Sales & Strategy

Employment Type: Full-time

About Us:

CompQsoft Digital a trusted Microsoft Solutions Partner helping organizations modernize, secure, and transform their digital environments. As cloud adoption accelerates and cyber threats evolve, we enable our clients to proactively secure their data, identities, and infrastructure using Microsoft's best-in-class security and compliance platforms. We're growing fast and looking for passionate individuals who want to help shape the future of secure digital transformation.

Position Summary:

We are seeking a dynamic and experienced **Senior Sales Executive** to lead business development and client engagement for our Microsoft Azure Cloud Platform cybersecurity solutions. This role will focus on driving adoption of Microsoft's advanced security stack, including **Microsoft Defender, Sentinel, Purview, Entra, and related Zero Trust offerings, in addition to Microsoft's data stack, including Microsoft Fabric, Databricks, SQL, Containers** . The ideal candidate brings both a hunter mentality and deep solution-selling experience in Azure Cloud Platform sales.

Key Responsibilities:

- Own and exceed annual sales targets for Microsoft Azure Cloud Platform solutions across enterprise and mid-market clients.
- Build and manage a robust pipeline through prospecting, networking, referrals, and collaboration with Microsoft and internal marketing teams.
- Articulate value propositions aligned with customer needs—specifically around a Secure Landing Zone and Modern Data Estate.
- Lead sales discovery sessions in collaboration with solution architects and technical specialists.
- Navigate complex sales cycles involving multiple stakeholders, procurement, and compliance/legal teams.
- Build strong relationships with Microsoft Azure Platform field sellers, Partner Development Managers, and account teams.
- Represent the company at industry events, webinars, and executive briefings.

Required Qualifications:

- 5+ years of enterprise software sales experience, with a strong focus on the Azure Cloud Platform.
- Proven success meeting or exceeding quota in a solution-based selling environment.
- Deep knowledge of Microsoft's security and data portfolio.
- Experience engaging with technical and executive audiences, especially CISOs, CIOs, CDO, and data/security/compliance leaders.
- Strong understanding of regulatory compliance and risk frameworks (e.g., NIST, GDPR, HIPAA, ISO 27001, InfoSec).
- Exceptional communication, presentation, and negotiation skills.
- Ability to work independently while also collaborating effectively with technical, delivery, and channel teams.

Preferred Qualifications:

- Experience working for a Microsoft Partner or with the Microsoft Co-Sell ecosystem.
- Familiarity with cybersecurity and data trends ..

What We Offer:

- Competitive base salary + commission plan
- Strong support from Microsoft GTM teams
- Flexible remote or hybrid work environment
- Career growth in a high-impact, high-growth industry
- Benefits package including health, dental, vision, PTO, and professional development support

Join Us:

If you are a motivated sales professional passionate about cybersecurity and ready to help customers navigate the evolving threat landscape with Microsoft's best-in-class solutions—let's talk.