National Sales Director

Location: Hybrid / Remote (National Travel Required)
Compensation: $200,000–$400,000+ Annual Earning Potential (Base Salary + Commission) | Additional Profit Sharing
Reports To: Chief Strategy Officer with Direct Access to the CEO and Executive Team

About SecureWon

Our mission: *Empowering organizations to achieve their objectives through intelligent technology, automation, and secure innovation, with a relentless focus on client outcomes.*

SecureWon is a fast-growing Managed Intelligence Provider helping independent schools, national nonprofits, and other mission-driven organizations leverage technology safely and effectively. We bring managed IT, cybersecurity, physical security, cloud solutions, data intelligence, AI, automation, and executive technology guidance together around one goal: helping organizations operate securely and make better decisions.

Headquartered in Quincy, Massachusetts, SecureWon is expanding nationally through The 400, our strategy to serve 400 independent schools and national nonprofit organizations. Our clients rely on us to protect their organizations, support their teams, and turn increasingly complex technology decisions into practical outcomes.

Position Overview

The National Sales Director is a senior national individual contributor responsible for driving SecureWon's expansion into new markets, developing strategic relationships, and creating long-term growth opportunities across Independent Schools and National Nonprofit organizations.

This is not a traditional sales position focused on high-volume transactions, nor is it a people-management role. This position is designed for an experienced, consultative business development professional who understands how independent schools and national nonprofits buy, make decisions, and build trust.

The National Sales Director will personally own the full business development cycle—from opening doors and developing executive relationships to shaping complex opportunities, negotiating agreements, and closing new strategic accounts. This individual will work directly with Heads of School, Executive Directors, CEOs, COOs, CFOs, CTOs, technology leaders, boards, associations, referral partners, and other key decision-makers.

Working closely with the CEO, Chief Strategy Officer, Marketing, solution experts, and delivery leaders, this individual will help expand SecureWon's presence throughout New England, SecureWon South (Florida), the Midwest, and other strategic markets across the United States.

The ideal candidate is entrepreneurial, highly competitive, relationship-driven, and energized by the opportunity to build something significant. They thrive on creating opportunities, influencing outcomes, developing new markets, and being rewarded for the impact they personally create.

Position Highlights

✓ High Visibility Across the Organization
✓ Significant Autonomy
✓ Ability to travel
✓ Unlimited Responsible PTO
✓ 401(k) with 4% Company Match
✓ Company Profit Sharing
✓ Monthly Vehicle Allowance
✓ Monthly Cell Phone Stipend
✓ Uncapped Performance-Based Compensation
✓ Opportunity to Help Shape SecureWon's National Growth

What Success Looks Like

In Your First 90 Days, You Will:

- Develop a strategic national territory plan for Independent Schools and National Nonprofit organizations.
- Develop a strong understanding of SecureWon's complete solution portfolio and articulate its value to executive-level buyers.
- Build relationships with SecureWon's existing clients and referral partners.
- Develop market entry strategies for Florida, the Midwest, and other priority geographic markets.
- Establish relationships with key industry associations and influencers.
- Collaborate with Marketing on thought leadership and demand generation initiatives.
- Build and maintain a strong pipeline of strategic opportunities.

In Your First Year You Will:

- Build and maintain a qualified national pipeline exceeding $8 million.
- Generate approximately $2 million to $3 million in new annual revenue.
- Develop a meaningful portfolio of executive relationships across Independent Schools and National Nonprofits.
- Create productive strategic relationships with industry providers, associations, referral partners, and executive peer networks.
- Personally originate, develop, and close meaningful new strategic accounts.
- Represent SecureWon credibly at national conferences, association meetings, roundtables, and executive events.
- Acquire and grow key client relationships that advance SecureWon's The 400 strategy.

Who Thrives Here

You may be an exceptional fit if you:

- Love building relationships that turn into long-term partnerships.
- Are naturally competitive and highly motivated by achieving ambitious goals.
- Are energized by creating opportunities rather than waiting for leads.
- Enjoy opening new markets and building a territory from the ground up.
- Think strategically while executing relentlessly.
- Have an entrepreneurial mindset and enjoy working with a high degree of autonomy.
- Want your compensation to reflect the value you create.
- Understand that Independent Schools and National Nonprofits are relationship-driven markets built on trust, credibility, references, and consistent follow-through.

Qualifications

Professional Skills

- Exceptional executive communication skills.
- Consultative business development experience.
- Strategic relationship management.
- Executive presentation skills.
- Strong negotiation abilities.
- Executive presence.
- Excellent organizational and planning skills.
- Ability to travel regularly throughout the United States.

Preferred Experience

- 10+ years in executive sales, business development, strategic partnerships, consulting, or a closely related client-facing leadership role.
- Substantial, recent experience serving or selling into Independent Schools and/or National Nonprofit organizations.
- Demonstrated success personally sourcing and closing complex, relationship-led opportunities with executive buyers.
- Experience selling complex technology, cybersecurity, managed services, SaaS, data, cloud, consulting, or professional services.
- Established executive-level relationships and credibility within at least one of SecureWon's two priority markets.
- Direct experience in both Independent Schools and National Nonprofits is ideal; deep, proven experience in either market may qualify with the ability to credibly expand into the other.

- Experience working for or alongside organizations serving these markets, such as Finalsite, Veracross, Blackbaud, Interactive Schools, or comparable education, nonprofit, SaaS, technology, cybersecurity, fundraising, or professional-services providers.
- Active relationships with school or nonprofit associations, conference organizers, referral partners, executive peer networks, and strategic industry partners.
- Familiarity with the leadership structures, governance, budget cycles, procurement dynamics, conferences, and relationship-driven nature of Independent Schools and National Nonprofits.
- Familiarity with the operational, financial, enrollment, fundraising, security, data, and technology priorities of mission-driven organizations.
- Experience collaborating with executive leadership teams.
- Demonstrated success growing new geographic or national markets.
- Experience developing strategic partnerships, alliances, and co-selling relationships that generate qualified opportunities.
- Candidates should be able to demonstrate not only where they have worked, but whom they know, how they earned trust, and what complex opportunities they personally originated and closed.

Why Join SecureWon?

SecureWon combines the energy and opportunity of a high-growth technology company with the purpose and heart of a mission-driven organization. We work hard, support one another, celebrate wins, and genuinely care about the success of our clients and teammates. Protecting Possibilities isn't just what we do for our clients—it's how we invest in our people, too.

SecureWon Core Values

Client First, Always

We don't just solve problems—we build trust. We listen deeply, act decisively, and deliver an experience our clients can rely on every time.

Secure by Design

Security isn't an add-on—it's our foundation. Every solution, process, and decision is built with protection at its core.

Own the Outcome

We take full ownership of results. No handoffs, no excuses—just accountability from start to finish.

Character Counts

We hire and develop people with integrity. Reliability, honesty, and respect define how we work.

Grow Together

We grow alongside our clients and our team. We invest in long-term relationships, shared success, and continuous improvement.

Compensation & Bonus Opportunities

This role includes uncapped performance-based compensation tied directly to the business personally originated and closed by the National Sales Director, along with participation in SecureWon's Company Profit Sharing Program.

Benefits & Our Commitment to You

- Health insurance benefits
- 401(k) with 4% company match
- Participation in SecureWon's Company Profit Sharing Program
- Vehicle allowance
- Cell phone stipend
- Unlimited Responsible Paid Time Off (PTO) and company-recognized holidays
- Hybrid work flexibility
- Ongoing professional development and learning opportunities.
- Collaborative, supportive, and mission-driven culture

Equal Opportunity Employer

SecureWon is an Equal Opportunity Employer and is committed to creating an inclusive workplace where all employees can thrive. Qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, sexual orientation, gender identity, disability, veteran status, or any other protected characteristic.