



The right way to go

VP OF SALES



**Cypago transforms the way
organizations adopt and
implement security standards.
Join us as we revolutionize the
security compliance domain.**



Welcome to Cypago

Hi there. It brings me pride and joy to know that you are now reading these lines and considering joining our incredible team.

The need to maintain compliance with security standards and regulations has been around for years in the shape of manual and labor-intensive processes. Back when I was serving as CTO for EY's Cybersecurity Center, I noticed how difficult it is for companies to align their security programs and regulatory demands.

This is why I've started the company together with Yahav Peri, my Co-Founder, and this is why we need you!

With the ever-growing migration to the cloud and the hyper-digitized economy, companies and governments alike have realized the importance of accurate, ongoing, and cost-effective compliance.

As a leading compliance automation vendor, we are going deeper and broader into the NA market these days and bringing in super talents like yourself to expand and upscale our GTM team.

I will be thrilled to see you join our team and add your flavor to our diversified mix of talents. I can't promise a bed of roses, but I can offer a fast track to success and everything you need to become a better version of yourself and contribute to the company's overall success.



Arik Solomon

ARIK SOLOMON
CEO AND CO-FOUNDER



Cypago: Supercharging security compliance

Cypago was founded in early 2020 by accomplished technology leaders and military cybersecurity veterans, with over 40 years of combined experience in the development, operations, and commercialization of cybersecurity solutions.

We put our expertise in cybersecurity, compliance, and cloud technologies within a few button clicks, giving you compliance peace of mind and extra time to spend on securing your business.

Demonstrating compliance with security standards was a manual and time-consuming task that created a business bottleneck. Cypago remedy this by providing a powerful yet easy-to-use Compliance Orchestration Platform™ which automates the compliance process with a combination of innovative technology, artificial intelligence engines, deep security expertise, and our clients' existing software stacks.

In short, we want to make lives easier and the digital world a more compliant and safer place.



“As a CISO for a fast-growing Unicorn company, I needed a tool to help me manage all my compliance needs, end-to-end. Cypago provides exactly that.”

Tal Hornstein
CISO, Hippo Insurance



Our Investors



Our Customers



Reasons to Join



Make a meaningful difference

We solve a true pain in a huge market. You will feel a real sense of purpose as your role positively impacts our clients.



Work with cutting edge tools

We're implementing the most advanced technologies to provide our solution, in turn, removing pain points from your day-to-day.



Have your opinions heard

We all pull together, and work as a team where everyone can contribute to enhancing our overall strategy.



Be a part of an uplifting environment

The people and the culture are open and accessible, yet we provide a professional challenge for all of us to live up to.



Feel respected and valued

We're growing fast, we care about you, and we provide a competitive compensation package and great benefits.



**We help companies turn
their compliance and risk
management into automated,
cost-effective processes,
using a SaaS-based platform.**



Hear from your new co-workers

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I joined Cypago as the first sales resource to bring our innovative solution to the market. Since then, I've learned that compliance automation is a huge need, that working with the best makes you much better, and that personal growth and the company's success is an ongoing win/win game. Join me to take part in our amazing journey!

Jonathan Zygielman
Director of Sales

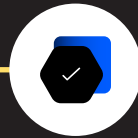


What you'll get in return



Hybrid mode

We let you choose what makes you happier and more productive.



Flexible Hours

We help you set healthy work-life boundaries and define your new normal.



Cutting edge tech environment

We encourage personal growth & personal development.



Full compensation package

Includes 401k and additional perks and benefits.



Great Culture

Come join our team!



VP of Sales

Stott and May has partnered with one of the fastest growing players in the GRC vendor ecosystem, looking for a VP of Sales to join the team and help scale their commercial organization post their Series A investment.

We are looking for an experienced sales professional: a talented revenue leader with GRC or Cybersecurity experience complemented by the tactical skills it takes to launch a major GTM expansion in an early-stage SaaS business. The VP of Sales is responsible for driving new account acquisition across NAM and EMEA and helping develop an organization that lays the foundation for massive growth inside the business for years to come.

This reports directly to the CEO.

Requirements

- 3-5 years of experience in a quota carrying software sales role
- Ideal experience within the GRC and Cyber Security Space
- Proven record of success, and the understanding of both the customer buying process and the sales methodology
- Accountability for business growth and target attainment through accurate pipeline management and forecasting
- A natural ability to build strong relationships to ensure growth by leveraging partners and the broader security community

Responsibilities

- Join the senior management team and significantly influence the company GTM strategy for long-term success in the overall sales function
- Close net new business with new clients, focusing on medium to large enterprises, including some of the world's best-known organizations.
- Recruit, hire, lead, and coach a sprawling sales team of AEs and BDRs to meet and exceed given revenue targets.
- Develop and implement GTM strategies to increase revenue and market share across direct sales, channels, partnerships, and other areas.
- Identify key decision-makers, approvers, and influencers and develop strategies to increase deal confidence.
- Collaborate with the marketing organization to jointly achieve company commercial goals
- Forecast and pipeline management using CRM tool; building and managing sales technology stack.



