

Regional Sales Manager – Western Region

Location: Western U.S.

Department: Sales / Enterprise

Reports To: SVP of Sales

Role Overview

As a **Regional Sales Manager** on the Spur team, you will be responsible for driving enterprise-level sales across the Western Region. You will engage with high-impact accounts (e.g. fintech, marketplaces, platforms, SaaS vendors) that require robust detection of anonymization infrastructure (VPNs, proxies, bots).

You'll be the face of Spur in your territory—creating a pipeline, closing large deals, collaborating with technical teams, and expanding relationships over time.

Key Responsibilities

- Penetrate the region to identify and pursue new business opportunities with enterprise and strategic accounts
- Leverage existing relationships and discover expansion opportunities in current accounts
- Engage and influence executive-level stakeholders (CISO, CIO, Head of Threat Intelligence, Head of Fraud)
- Navigate complex sales cycles, leveraging internal resources (technical, legal, product) to structure, negotiate, and close deals
- Work closely with Solutions or Sales Engineering teams to deliver compelling demos, PoCs, and architecture discussions
- Develop a robust sales pipeline, manage forecasts, and deliver to quarterly and annual goals
- Collaborate cross-functionally with marketing (events, campaigns), customer success (for upsell/cross-sell), and product (feedback loops)
- Represent Spur at industry events, conferences, and in thought leadership
- Maintain strong knowledge of the threat, fraud, and security landscape (VPN/proxy, bot detection, anonymization)

Required Qualifications

- Bachelor's degree
- 10+ years of sales experience in enterprise software / cybersecurity / fraud detection or risk management
- 5+ years experience as an enterprise software sales leader in the assigned region
- Proven track record of quota overachievement and closing six-to seven-figure contracts
- Strong ability to lead high-stakes in-person/virtual executive presentations
- Experience with complex stakeholder management—coordinating internal and external influencers to drive consensus
- Deep interest or experience in information security, fraud prevention, adversarial infrastructure (VPNs, proxies, bots)
- Willingness and ability to travel

Preferred Attributes

- Prior experience selling to or within security, fraud, or trust & safety teams
- Understanding of how anonymization / evasion infrastructure works
- Familiarity with API-based products and developer-driven integrations
- Consultative mindset, strategic thinking, and collaborative team player

Why Join Spur

- Work at the forefront of fraud and adversarial infrastructure detection
- Be part of a nimble, technical, mission-driven team
- Meaningful upside through base + commission
- Opportunity to shape and scale Spur's presence across key markets
- Help clients defend their platforms and users in a high-stakes domain

To apply for this position, please submit your resume to careers@spur.us