



Client Solutions Director – Central Region

Location: Remote, U.S. – Preferable Cities Based on Region

Reports to: VP of Sales

About Loom Security

At Loom Security, we empower businesses to thrive in a connected world. True innovation happens when passionate individuals come together to challenge the status quo and create something extraordinary.

When you join Loom Security, you become part of a culture that values curiosity, collaboration, and continuous growth. Here, your ideas matter. You'll work alongside industry experts and thought leaders who are dedicated to pushing the boundaries of what's possible in cybersecurity. This role is best suited for a seasoned sales professional who can make an immediate impact and contribute to our continued growth. Experience working within a startup environment and helping build a business from the ground up is a strong plus.

Role Summary

As a Client Solutions Director, you will directly source new opportunities for Loom's innovative product offerings and consultative services. This role focuses on identifying organizations experiencing visibility, operational, and security posture challenges and opening new conversations that lead to product engagement and additional opportunities. The role requires proactive prospecting, strategic outreach, and strong relationship-building skills to create pipeline and drive early-stage opportunities, while collaborating with Loom's channel ecosystem to expand and progress opportunities.

Key Responsibilities

- Own the full sales cycle from prospecting through close, with accountability for revenue generation across SMB and enterprise accounts.
- Develop and execute strategic account plans to identify, pursue, and close high-value opportunities aligned to Loom's offerings.
- Build and maintain a high-quality pipeline through targeted outreach, executive engagement, and proactive account development.
- Identify organizations experiencing visibility gaps, operational inefficiencies, or security posture challenges, and position Loom's solutions in alignment with business outcomes.
- Lead consultative discovery conversations with both technical and executive stakeholders to uncover and shape opportunities.



- Drive complex sales motions by navigating multi-threaded deals, aligning stakeholders, and managing long sales cycles.
- Collaborate closely with channel partners to source, develop, and close opportunities, ensuring a partner-first go-to-market approach.
- Engage and enable VARs and strategic partners in joint selling motions to expand deal size and accelerate pipeline progression.
- Partner with Marketing and Channel teams to design and execute targeted campaigns, workshops, and events that generate qualified pipeline.
- Represent Loom Security as a trusted advisor in customer meetings, industry events, and executive-level discussions.
- Maintain accurate forecasting, pipeline hygiene, and activity tracking within CRM systems, with a strong focus on predictability and accountability.
- Provide ongoing market, customer, and competitive insights to Product, Marketing, and leadership teams to help shape strategy and offerings.
- Contribute to the evolution of Loom's sales playbook, messaging, and go-to-market approach as the business scales.

Skills & Experience

- Start-up experience preferred
- 5+ years' experience in technology sales, cybersecurity, SaaS, or enterprise technology environments.
- Proven ability to build pipeline through direct prospecting and relationship development.
- Experience collaborating with channel partners such as VARs, resellers, or integrators.
- Strong consultative selling and discovery skills.
- Self-driven, entrepreneurial mindset comfortable operating in a fast-paced startup environment.
- Excellent communication, networking, and relationship-building abilities.

Why Join Loom Security

- Be at the forefront of Unified Security Posture Management (USPM), one of the fastest-growing categories in cybersecurity.
- Join a channel-first, ecosystem-driven company, where collaboration with VARs and technology alliances is central to success.
- Gain visibility and influence by engaging directly with customers, partners, and the broader security community.
- Thrive in a culture that values curiosity, innovation, and continuous improvement.
- Enjoy a clear path for career advancement as Loom scales, with opportunities to expand into senior leadership roles.