

Client Solutions Director – East Region

Loom Security | Fully Remote, East Coast US | Full Time

Read this first

This is a hunter role, and we want to be upfront about that. If your strengths are managing a renewal book, nurturing inbound, or growing existing accounts, this probably is not the right fit, and we would rather you know that now. We are looking for someone who builds pipeline from scratch, earns the meeting nobody else can get, and closes.

If you are on a text message basis with CISOs in your patch, we would love to talk.

Who we are

Loom Security is an early stage cybersecurity company. Our platform, CINQUE, is an AI-native Unified Security Posture Observability platform. It correlates Identity, Device, Network, Application, and Data into a single view of risk and behavior, so security leaders can finally see how users, systems, access, and behaviors actually connect across their environment. We do not replace the tools customers already own. We sit above them and make them make sense.

We are small, we are fast, and we are building the sales motion right now. You would be joining a tight senior team: a selling CRO, two AEs, and a sales engineer. No layers, no bureaucracy, and a real voice in how this motion gets built as we scale.

What you will do

- Generate net-new pipeline in enterprise accounts across the East Coast. Your rolodex is your ramp. BDR support and inbound will supplement your pipeline; the core of it will come from you.
- Get meetings with CISOs, Deputy CISOs, and VPs of Identity. Run discovery, deliver demos, and drive deals to close.
- Own your number. You will be measured on three things: meetings generated, demos completed, and revenue produced.
- Work your territory remotely and in person. Travel to prospects, roundtables, and industry events when the deal calls for it.
- Run a clean, self-managed operation in Salesforce, prospect with Apollo and LinkedIn Sales Navigator, and use Claude to research, prep, and move faster than reps at companies ten times our size. You will be armed with a full library of datasheets, decks, and battle cards built for your buyers.
- Feed what you hear in the field back into product and positioning. At our stage, your deals shape the company.

Your first 90 days

DAYS 1–30

Learn the platform, shadow demos with our sales engineer, map your patch, and get your first outreach waves out.

DAYS 31–60

Run your own demos, hit full prospecting cadence, and put your first qualified opportunities on the board.

DAYS 61–90

Operate a self-sufficient motion with a forecastable pipeline and deals advancing toward evaluation.

Who you are

- A proven hunter with 7+ years selling cybersecurity or adjacent enterprise software, with a track record of hitting and exceeding quota that you can walk us through.
- Deep, genuine relationships with security leaders on the East Coast. More than LinkedIn connections: people who pick up when you call.
- A self-starter who runs their own business within the business. You bring the plan, the activity, and the accountability, and you would rather have autonomy than oversight.
- Comfortable with startup reality. We do not have big brand air cover or a six-month enablement ramp. You will have BDR support driving inbound and a professional collateral library behind you, but the number is yours and self-sourced pipeline is the expectation. If building something in its early days energizes you, you will feel at home here.
- Sharp with modern tools. You already use AI in your workflow, or you are eager to make it part of how you sell.
- Ready to put in the effort it takes to build a territory from the ground up.

Compensation

- Base salary: \$140,000 to \$180,000, depending on experience
- On-target earnings: \$320,000, uncapped commission
- This is a commission-based sales role. Top performers will out-earn OTE.
- Benefits include medical, dental, vision, and PTO. Full details provided during the interview process.

Location

Fully remote, based anywhere on the East Coast of the US. Selling remote is fine. Showing up in person when it matters is expected.

How to apply

Apply at <https://www.loomsecurity.io/careers.html>. Skip the cover letter. Send your resume along with a short note answering two questions: What was your quota and attainment the last three years, and who are the first five security leaders you would call in week one? You do not have to name names. We just want to see that the relationships are real.

Loom Security is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, or veteran status.