

JOB DESCRIPTION

Job Title:	Key Account Manager Mid-Market DACH
Department:	Sales
Location:	Cologne
Reporting to:	Regional Director, DACH

About Clearswift

Clearswift is a leading information security company which forms the product division of RUAG Groups' Cyber Security business unit.

Clearswift specializes in critical information protection, supporting organizations to collaborate safely and securely across their digital collaboration channels. Our technology offers simultaneous inbound/outbound protection from both cyber-attacks and sensitive data loss, preventing information borne risks and enabling organizations to comply with data protection regulations.

The Clearswift portfolio consists of the latest email, web, endpoint and information governance technologies that build into an Adaptive Data Loss Prevention (A-DLP) solution which is recognized on the Gartner Magic Quadrant for Enterprise DLP.

About RUAG

RUAG has outstanding technological capabilities on land, in the air and in space. Today about 8,700 committed and skilled staff at the production locations in Switzerland, Germany, Sweden, Finland, France, Austria, Hungary, Australia and the USA are driving forward the technologies of tomorrow.

More information is available at www.ruagcybersecurity.com

Clearswift Values

Clearswift's culture is driven by its values:

Show **visionary thinking** in all that we do, drive for **high performance** and continuously **collaborate** to make a difference.

Key Responsibilities

Clearswift has chosen the Mid-Market band (150-999 User) as one of its key sectors to sell its new portfolio of IT Security Solutions, including Adaptive Redaction and the Aneesya Information Governance Platform. The role of the Key Account Manager DACH will be to generate a pipeline of opportunities and close the sales of all Clearswift solutions in this market.

- Build a territory plan to identify new mid accounts (defined user range 150+ employees) in Germany and actions to drive business in these together with our marketing and sales development teams as well as with our partners
- Identify and engage with the relevant customer and partner contacts to generate interest on our solutions
- Engage with or existing partners to find new opportunities
- Detect potential projects for Clearswift solutions and build pipeline
- Document opportunities in SFDC and forecast sales results accurately
- Bring opportunities to a closing in order to hit individual yearly sales quota

Skills Profile

- A good knowledge of the German market and their IT needs, regulations and processes. Knowledge of the Austrian and Swiss markets would be a plus.
- Good experience of selling cyber security to this market
- Experience in having successfully grown the mid-market business for other IT vendors or resellers
- A minimum of 3 years' sales experience as Key Account Manager
- Proven experience in repeatedly detecting, working and closing deals in the sector
- Strong written and verbal communication

Personal Characteristics

- Relish challenges and adaptive to change
- Proactive / 'Can do' attitude
- Accountable
- Robust personality that finds solutions to problems and can influence others to accept a different point of view
- Ability to manage priorities across the territory on a daily basis
- Effective time management

Other

Ideally candidates should be based in the Cologne area but we are open to candidates working remotely. The role requires constant on-site meetings with potential clients and partners around the region DACH. It's a 50/50 inside and field position. Based on the quality of projects the inside part will decrease to 2 days per week.

They will also be the first person of contact for defined Silver and Bronze partners.

Name:	
Signature:	
Date:	