

## JOB DESCRIPTION

<b>Job Title:</b>	Key Account Manager International Sales (Mid-Market, inside sales position)
<b>Department:</b>	Sales
<b>Location:</b>	Theale
<b>Reporting to:</b>	VP International Sales (temporary VP Sales EMEA)
<b>Date:</b>	January

### About Clearswift

Clearswift is trusted by organizations globally to protect their critical information, giving them the freedom to securely collaborate and drive business growth. Our unique technology supports a straightforward and 'adaptive' data loss prevention solution, avoiding the risk of business interruption and enabling organizations to have 100% visibility of their critical information 100% of the time.

As a global organisation headquartered in UK, Clearswift has offices in the United States, Europe, Australia and Japan, with an extensive partner network of more than 900 resellers across the globe.

More information is available at [www.clearswift.com](http://www.clearswift.com)

### 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.clearswift.com](http://www.clearswift.com)

### Clearswift Values

Show **passion** in what we do, drive for **innovation** in everything we do and continuously **collaborate** to make a difference.

### **The Candidate**

The selected candidate will be responsible for deciding and executing the plan for development with the approval of the International Sales Director. It requires knowledge and experience of the EMEA cyber security market and experience in working with a software vendor to address the market needs.

The job is located at our offices in Theale, Berkshire but the role requires constant on-site meetings with potential clients and partners around EMEA.

### **The Role**

The region “International” includes all countries in EMEA without an own CS legal entity. The role is an inside sales position.

“International Growth Areas” are the Nordics and BeNeLux but the successful candidate will also be responsible for existing customers and requests from other International countries (excluding France).

The International Key Account Manager will have a strong focus on upselling, cross selling and customer protection campaigns. This position puts the candidate in a good position on the career path to Regional Sales Manager.

### **Key Responsibilities**

- Build a plan to identify new opportunities (existing and new customers) in the region and drive business, together with our marketing and sales development teams and our partners
- Identify and engage with the relevant customer and partner contacts to generate interest in our solutions
- Engage with 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 close to hit individual yearly sales quota

### **Skills Profile**

- A good knowledge of the Nordic market, their IT needs, and regulations and processes would be very beneficial. Knowledge of the Benelux and other markets would be helpful.
- 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 2-3 years’ sales experience as an Account Manager

- Proven experience in repeatedly detecting, working and closing deals in the sector
- Strong written and verbal communication
- Good language skills in a Nordic language would be a plus.

### **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**

The candidate should be based close to Theale as the role is an inside sales position, based in our Theale office.