

JOB DESCRIPTION

Job Title:	Regional Sales Manager Germany South, Austria
Department:	Sales
Location:	Home Based, around Munich, Nuremberg, Stuttgart
Reporting to:	Regional Director, DACH
Date:	March 2018

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, recognized on the Gartner Magic Quadrant for Enterprise DLP.

www.ruagcybersecurity.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.

www.ruag.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.

The Role

The role of the Regional Sales Manager will be to generate a pipeline of opportunities and close the sales of all Clearswift solutions in this market. Focus is on existing and new customers with 1000 and more employees. Also the management of Gold and Focus partners in the defined region.

Key Responsibilities

- Build a territory plan to identify target accounts in the region 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 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
- The region is "South" Germany, Zip code 8, 9 and Austria.

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 6 years' sales experience, of which at least 3 selling IT Security to Government organizations
- Proven experience in repeatedly detecting, working and closing deals above £50K (annual subscription bookings) 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

The role requires constant on-site meetings with potential clients and partners around the country.

Name:	
Signature:	
Date:	