

JOB DESCRIPTION

Job Title:	Regional Sales Manager - South of Germany (Munich)
Department:	Sales
Location:	Home Based
Reporting to:	Regional Director, DACH
Date:	January 2018

About Clearswift

Clearswift as part of RUAG Group is a leading Cyber Security vendor with HQ in UK and offices in Germany, USA, Australia and Japan.

All Clearswift solutions, from Email Gateways SEG to Web Gateway SWG up to IGS (Information Governance Server) are part of a complex DLP strategy on the highest security level.

With Clearswift products companies manage and protect their sensitive information every time with a 100% visibility.

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

Clearswift Values

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

The Role

The role of the Field Sales DACH 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 "Southern Germany" with scope for Austria or Switzerland.

Skills Profile

- A good knowledge of the German market and their IT needs, regulations and processes.
- 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.

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RUAG Cyber Security