

## JOB DESCRIPTION

<b>Job Title:</b>	Regional Sales Manager
<b>Department:</b>	Sales
<b>Location:</b>	Theale
<b>Reporting to:</b>	Regional VP, UK & Ireland
<b>Date:</b>	February 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](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 Role**

Clearswift has chosen Enterprise and Major accounts as a key target area to sell its portfolio of IT Security Solutions, including Adaptive DLP and the Aneesya Information Governance Platform. The role of the Regional Sales Manager will be to generate a pipeline of opportunities and close sales of all Clearswift solutions in this market, targeting organizations between a defined set of existing and target net new customers. The role covers all market segments, but especially in the Central and Local Government. A set of existing major and key accounts with 1000 users and above as well as net new target accounts above 1000 users. The Territory this role covers is across the UK region as well as an element within London.

## **Key Responsibilities**

- Build account plans for top accounts to ensure existing customers are managed so continue to invest in Clearswift technology as well as find new customers.
- Retain existing customers by ensuring they are in regular communication with relevant contacts within Clearswift. Manage any support escalations to close.
- Identify and engage with the relevant customer contacts to generate interest on our solutions
- Engage with our existing partners to find new opportunities both within existing customers as well as net new logo
- Detect potential projects for Clearswift solutions and build pipeline
- Document opportunities in SFDC and forecast sales results accurately
- Bring opportunities to a close in order to hit individual yearly sales quota

## **Skills Profile**

- A good knowledge of the UK Major and Key accounts and their IT needs, regulations and processes
- Well organized and experience using a structured sales methodology
- Able to accurately forecast
- Able to articulate business value and understand how technology provides business value
- Accomplished and creative in building consistent pipeline and track record of consistent performance against target
- Good experience of selling cyber security to this market
- Experience in having successfully grown the UK Major and Government sector for other vendors or resellers
- A minimum of 5 years' sales experience, of which at least 3 selling IT Security to Commercial organizations

- Proven experience in repeatedly detecting, working and closing deals above £100K (annual subscription bookings) in the sector
- Strong written and verbal communication

**Personal Characteristics**

- Relish challenges and adaptive to change
- Proactive / 'Can do' attitude
- Accountable
- Well organized and structured
- 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
- Active Team player

**Other**

The job is located at our offices in Reading, Berkshire but role requires constant on-site meetings with potential clients and partners around the country. A candidate could be home office based if they live within the Territory with an expectation of being in the office on a weekly basis for the first 3 months whilst in a training period. Thereafter, once per month could suffice dependent on the business needs.

Name:

Signature:

Date: