



Job Description

Job Title: Business Development Manager, UAE & Kuwait – NB

Reporting to: Managing Director

Location: Remote – Homebased

Job Purpose:

To be responsible for increasing revenue and market share in UAE & Kuwait through the SANS product portfolio, by driving the UAE & Kuwait commercial and enterprise account base, identifying and pursuing new critical contracts from prospect to partner in accordance with the SANS brand, values and mission statement.

Main duties and responsibilities:

Business Development

- Responsible for acquiring new SANS customers from a specified target customer list.
- To fully understand the SANS portfolio to generate quality opportunities, differentiating our offerings against those of our competitors.
- To follow and understand the latest trends and developments in the Cyber Security industry.
- To effectively articulate the SANS business strategy & that of the wider SANS brand.
- To conduct face to face meetings with prospective customers (when appropriate and safe to do so).
- Responsible for forecasting sales on a monthly basis in line with business CRM processes.
- Represents SANS, translating Cyber Security industry developments into customer driven solutions.
- On-Board newly acquired customers.

Sales Administration & Process

- To monitor payment of customer invoices ensuring outstanding invoices and debts are settled in a timely manner.
- Support marketing campaigns and SANS events to help deliver revenue growth targets.
- To successfully develop and drive sales plans, using agreed methodologies.
- To embrace and adhere to agreed sales processes and procedures.

Other

- To manage and deliver agreed targets, KPI's and other set objectives.
- To take ownership of the tender process for any prospective customer procurement opportunities when applicable.
- To define and develop peer and executive relationships with the wider SANS teams.
- To build and maintain the SANS brand and mission.
- Carry out additional responsibilities as requested by the Management Team.