



Job Description

Job Title: Business Development Manager, North Africa

Reporting to: Managing Director, META

Location: Homebased

Job Purpose:

To be responsible for a dedicated part of the sales and business development of the SANS product portfolio in North Africa. Also to be responsible for developing existing client relationships in addition to identifying and pursuing new client opportunities from prospect to partner and to fully represent and build the SANS brand in accordance with the company brand values and mission statement.

Main duties and responsibilities:

- To build and maintain the SANS brand and mission whilst reducing competitor footprint.
- Improve revenue and grow the public sector and establish SANS in North Africa through in person presence.
- Grow and win new accounts by pro-actively networking across public sectors.
- To manage and develop existing client relationships.
- Establish and maintain positive relationships with assigned accounts.
- Translate Cyber Security industry developments into customer driven solutions.
- Manage, deliver & exceed agreed targets, KPI's and other set objectives.
- To monitor payment of customer invoices ensuring outstanding invoices and debts are settled in a timely manner.
- To fully understand the SANS portfolio to generate quality opportunities and to be able to differentiate our offerings against those of our competitors.
- To follow and understand the latest trends and developments in the cyber security industry.
- Effectively articulate the SANS business strategy & that of the wider SANS brand.
- Support campaigns and events to help deliver revenue growth targets.
- To develop and maintain an accurate sales forecast and robust pipeline.
- To successfully develop and drive sales plans, using agreed methodologies.
- Adhere to agreed sales processes and procedures.
- To define and develop peer and executive relationships with the wider SANS teams.
- Carry out additional responsibilities as requested by the management team.