



Job Description

Job Title: Business Development Manager - Finland

Reporting to: Team Manager, Nordics & Israel

Location: Swansea Office / Hybrid

Job Purpose:

To be responsible for the sales and business development of the SANS product portfolio across Finland in accordance with agreed revenue, costs, budgets and profit margin targets, developing existing client relationships whilst identifying and pursuing new customer opportunities from prospect to partner and to fully represent and build the SANS brand in accordance with the Company's brand values and mission statement.

Main duties and responsibilities:

Business Development

- Responsible for acquiring new SANS customers from a specified target customer list.
- Fully understand the SANS portfolio to generate quality opportunities, differentiating our offerings against those of our competitors.
- 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.
- 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.

Account Management

- Responsible for the management of all customers including 3rd party, resellers and global customers.
- Provide executive involvement in key accounts, managing and developing existing client relationships.
- Ensure "Rolls Royce" back-end post purchase support for customers within the responsible country.

Sales Administration & Process

- 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.
- Successfully develop and drive sales plans, using agreed methodologies.



- To embrace and adhere to agreed sales processes and procedures.

Other

- Manage and deliver agreed targets, KPI's and other set objectives.
- Take ownership of the tender process for any prospective customer procurement opportunities when applicable.
- Define and develop peer and executive relationships with the wider SANS teams.
- Build and maintain the SANS brand and mission.
- Carry out additional responsibilities as requested by the Management Team.
- Responsible for Profit & Loss Account for responsible area, managing the Country's revenue, costs and profit.
- Responsible for reporting on, and communicating the Country's business performance on a monthly basis.
- Responsible for the Country's strategy creation, development and execution.
- Translate Cyber Security industry developments into customer driven solutions.

Person Specification

- Minimum of 5 years' experience in a field based B2B sales role.
- Educated to degree level or equivalent.
- Sales focused and commercially aware of new business opportunities.
- Excellent interpersonal and presentation skills.
- Strong influencing and negotiation skills in a business environment.
- Proven track record of delivering against targets within a field sales role.
- Ability to manage change, whilst aligning and prioritising multiple tasks.
- Decisive and forward thinking, with strong vision and strategic capability.

To apply, please send an expression of interest and your CV to emea_hr@sans.org.