



Job Description

Job Title: Business Development Manager (Netherlands)

Reporting to: Country Lead, (Netherlands)

Location: Remote / Home-Based (Netherlands)

Job Purpose:

To be responsible for increasing revenue and market share in the Netherlands through the SANS product portfolio, by driving the existing and new large commercial enterprise account base. To support new prospective clients and to support the development of existing clients in accordance with the SANS brand, values and mission statement, specifically Government departments such as Ministry of Defence (MOD) and Law Enforcement (Politie).

Main duties and responsibilities:

Business Development

- Responsible for acquiring new SANS customers from a specified target customer list.
- To support new prospective clients specifically Government departments and large enterprise clients.
- To support the development of SANS' existing clients in the NL market in accordance with the SANS brand, values and mission statement.
- To fully understand the SANS portfolio of world-class training solutions and other resources 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.
- Represent SANS, translating Cyber Security industry developments into customer driven solutions to help organisations manage the latest threats.
- 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.
- Support the programme of SANS Live events in the Netherlands market.
- 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.

Person Specification:

- Minimum of 5 years' experience in a field based B2B sales role within the commercial enterprise space and/or a sales focused role working within the Government sector.
- Educated to degree level or equivalent.
- Able to acquire new SANS customers from a specified target customer list.
- Ability to plan, forecast and report against sales plans and targets.
- Proficient in managing customers using a CRM system.
- Fluent in Dutch (both verbal and written).

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