



Job Description

Job Title:	Business Development Manager, KSA (Khobar) – NB
Reporting to:	Managing Director
Location:	Remote – Homebased

Job Purpose:

To be responsible for increasing revenue and market share in KSA (Khobar) through the SANS product portfolio, by driving the KSA (Khobar) 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.
- 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 Cybersecurity 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.
- Represent SANS, translating Cybersecurity industry developments into customer driven solutions.
- On-board newly acquired customers.

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.
- 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.



Person Specification

- Minimum of 5 years' experience in a field based B2B sales role within the commercial enterprise space.
- 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.
- Ability and desire to travel.

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