

For our client, a global first-quality provider of tailored cyber security solutions and services to enterprises, financial institutions, government administrations and industries, we are looking for a:

Senior Sales Manager

Position based in Switzerland

Your Responsibilities

- Define an action plan to win deals through identifying and pursuing new prospects and opportunities
- Provide active sales support on selected strategic opportunities (qualification, strategy, presentations, proposals and negotiations)
- Collect and communicate information on competition useful to win deals against this competition
- In cooperation with Marketing and Communications, define and communicate the USPs and value propositions of the company for the Swiss Industry
- Work in close cooperation with other departments (Services, Finance and Marketing, etc.) to ensure alignment of strategy, actions and good communication
- Be the ambassador for the group and promote the products and services.

Our client offers

- Diversified and challenging environment
- The possibility to join a growing business and contribute to its success
- An environment that constantly opens new doors through knowledge sharing, flexibility and recognition
- Highly motivated teams of advisory professionals
- A competitive compensation package

Your qualifications

- Successful track record in building and executing on a business development plan
- Strong track record of success in identifying and exploiting business opportunities in a technology environment
- Strong experience in driving Sales requirements with a business attitude
- Minimum 8 years relevant experience (re)selling cyber security, IT solutions and services to the Swiss industry
- In-depth knowledge of the cyber security industry or an innovative technology industry and a profound understanding of its forces and trends
- Excellent communication skills
- Ability to work autonomously
- Ability to plan and manage at both strategic and operational levels
- Advanced Engineering or Business Degree, ideally an MBA or a masters degree in a security related discipline
- Fluent English and French, other languages an asset

Please contact us or address your application to :

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ESA Partners is a Swiss firm, based in Geneva, active in executive & talent search for banks and financial institutions.