



SR Consulting Group, Europe

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## Senior Account Managers Germany, Switzerland, Italy or Spain and Netherlands

Our client has over 20 years experience manufacturing and supplying “no compromise” hardware and software crypto based IT security products. Providing worldwide IT security solutions to a diverse mix of markets including banking, finance, government, defence and stock market, they have enjoyed excellent growth over the last 2 years and are now looking to expand further across Europe.

We seek experienced Account Managers with typically 4 to 5 years experience selling directly both to end user customers and via partners. You have experience of selling complex solutions including hard and software with long sales cycles, to director level. You will be driven, enthusiastic, tenacious and creative about generating new revenue streams.

### Responsibilities:

- New business development of end customer and partners in each location (Industry, trade, Financial service, telecommunication, Government)
- Introduction of our clients' product portfolio into existing solutions, projects and customer base.
- Active customer management in order to achieve a high level of customer satisfaction

### Requirements:

- Upwards of 4 years demonstrable successful sales track record in the area of complex products and solutions in the area of IT (preference Security)
- Account development and management of Top 100 customers
- Good knowledge of IT security (encryption, firewall, PKI, WEB-Security)
- Excellent communication skills and experience within an international environment.

### Personality:

- High level of self motivation and ability to work in a team
- Ability to deal and negotiate at CEO/ Managing Director level
- Success oriented and positive approach

For further information, please e-mail your CV to [Marianne Bastin](mailto:Marianne.Bastin) or telephone on 020 7153 1081.

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