

Junior Sales Executive – IT Security

Given our continued success and ambitious growth plans, we are actively growing our Sales team and are, therefore, looking for talented and motivated individuals with a strong track record in the cybersecurity industry. We offer an exciting opportunity to work with top technical and business talent in the industry to sell and deliver cutting-edge services to a roster of industry-leading customers. CSIS is a vibrant, international work environment with a flat organizational hierarchy a dynamic and fun collaborative culture, and a strong entrepreneurial spirit.

Your primary responsibility will be to:

- Identify and approach customers with strong buying potential
- Follow up on leads stemming from the company's demand generation activities
- Hold sales meetings to present CSIS and its offering, identify needs and create alignment
- Collaborate with colleagues in Delivery to structure and validate services offerings
- Lead the presentation of sales pitches to customers in
- Help design and articulate Proofs of Concept/ Trials, if necessary, as part of the sales process
- Negotiate contracts
- Accompany services delivery to ensure customer satisfaction
- Do on going account management and networking
- Represent the company at events where necessary
- Be visible on social media to raise awareness about CSIS and our offering

Required key skills and experience:

- Cold calling
- Exceptional hunter skills
- Strong business background with experience selling direct to customer
- Demonstrable track record of managing a personal pipeline and hitting or exceeding targets

Additional/ desirable key skills and experience:

- Ability to understand, articulate and discuss technical security topics
- Partner/channel sales

Other core attributes we seek in our candidates:

- Excellent business writing and verbal communication/presentation skills
- Fluency in English and Danish is a must
- Teamwork-oriented and capable of working independently
- Self-driven and motivated by hitting and exceeding targets
- Organized and structured
- Innovative and creative

- Problem-solving nature

Your qualifications:

- 1+ years of professional experience within cybersecurity sales

Working for us you will benefit from:

- Interesting and challenging work
- A strong team of IT security focused specialists around you
- A culture of innovation, trust, and respect
- A competitive salary and personal benefits package including pension, life, and disability insurance as well as health and dental insurance

Type:

Permanent, position available immediately.

Other:

This position is currently open in our Sales team, located in Copenhagen, Denmark.

It is a requirement that you can show and uphold a clean criminal record.

Relocation to Denmark will be required if you are currently living elsewhere.

Contact:

To apply for this position, please send your CV and a motivated application letter to hr@csis.com.

Respect

We welcome diversity and attract candidates from all backgrounds, traditional and non-traditional. Whatever your age, gender, disability status, sexual orientation, religion, ethnicity, or family circumstances, we make it our business to make sure you're treated with fairness and respect. Always.

About CSIS:

Founded in 2003, CSIS Security Group A/S (CSIS) is a leading provider of advanced cybersecurity capabilities, focused on actionable and intelligence-driven detection and response services. We are the preferred cybersecurity partner to notable organizations across various sectors, including Banking & Financial Services, Energy & Utilities, Manufacturing, Transportation & Logistics as well as Government & Public Sector. We are a trusted adviser to law enforcement agencies (including the FBI, NCA, Europol) and are also sought-after speakers for public and closed-community conferences around the world. Additionally, our depth of expertise and distinguished reputation ensure that we are regularly called upon as expert commentators on cyber topics for the media.