

Would you like to be part of an ambitious company renowned for its high level of expertise and exceptional services in cybersecurity?

As Sales Executive IT Security in CSIS, you will be part of a talented and growing Sales team, where you will sell and deliver cutting-edge cybersecurity services to industry-leading customers. Not least, get the opportunity to join CSIS in their exciting growth and continuing success.

CSIS Security Group A/S (CSIS) is a leading provider of advanced cybersecurity capabilities, focused on actionable and intelligence-driven detection and response services. CSIS is the preferred cybersecurity partner to notable organizations across various sectors and trusted adviser to law enforcement agencies (including the FBI, NCA, Europol). Additionally, CSIS are sought-after speakers for public and closed-community conferences around the world, and with an in-depth level of expertise and distinguished reputation, regularly called upon as expert commentators on cyber topics for the media.

As Sales Executive you contribute to the company's success by building strong and trustful customer relationship with new and existing customers. This includes identifying and new customers, leading sales processes from initial presentation to contract, with an understanding of the customer's needs. You will bring your knowledge within cybersecurity into play, together with a strong team of IT security specialists, where you focus on defining and delivering the best cybersecurity solution. You will also play an important role in representing CSIS on events and on social media, where you help maintain the company's renowned reputation and brand within the cybersecurity community.

You will be part of working environment defined by a vibrant entrepreneurial culture that is built on trust, respect, and a passion for innovation. There is a flat organizational hierarchy and dynamic and fun collaborative culture, where people work together with a joined passion for cybersecurity. Furthermore, you are offered a competitive salary and personal benefits package including pension, life, and disability insurance as well as health and dental insurance.

The position is permanent and located in Copenhagen, Denmark.

Your primary responsibilities include

- 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 sales process from presentation of sales pitches to negotiation of contracts
- Help design and articulate Proofs of Concept/ Trials, if necessary, as part of the sales process
- Accompany services delivery to ensure customer satisfaction
- Do on going account management and networking
- Represent the company at events and on social media to raise awareness about CSIS's offerings

Your professional qualifications

- 5+ years of professional experience within cybersecurity sales
- Strong business background with experience selling direct to customer, demonstrating great hunter skills.
- Demonstrable track record of managing a personal pipeline and hitting or exceeding targets

- Breadth and depth of professional network in the Danish security industry
- Fluent in English and Danish, both in writing and in speech

Additional/desirable key skills and experience:

- Ability to understand, articulate and discuss technical security topics
- Understanding of key vendors in the security space, particularly in SIEM, EDR and NDR spaces
- Experience of selling MDR services
- Understanding of legislative demands and compliance requirements related to cybersecurity
- Partner/channel sales

Personal competencies

You work independently with a high level of responsibility and thrive in a competitive environment, where you are driven by hitting and exceeding targets. You are structured and organized with your tasks and demonstrate excellent business communication skills and confidence in presentation. You are passionate about innovation and creative in ways of seeking solutions, bringing a problem-solving approach to complex issues. Although, you work independently, you believe teamwork is required to create the best results.

How to apply

Please send your CV to our recruitment partner, Camilla Treschow Schrøder cts@csa-cph.com. It is a requirement that you can show and uphold a clean criminal record.

Respect

CSIS 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, you are treated with fairness and respect. Always.