

# Key Account Manager: Thales

| THE OPPORTUNITY   |   |
|-------------------|---|
| <b>Key Skills</b> | <ul style="list-style-type: none"> <li>• Develop and manage a strategy within our Thales (eSecurity brand)</li> <li>• Achieve the objectives set by both the vendor and the company</li> <li>• Recruit and Manage partners and their sales teams to grow vendor revenue</li> <li>• Build business plans with managed partners</li> <li>• Identify new markets and key accounts</li> <li>• Design partner enablement plans</li> <li>• Develop and manage a business strategy</li> <li>• Market products and manage the sales process</li> <li>• Understand and implement vendor strategy and policies</li> <li>• Be responsible for all reporting to your Vendor and provide accurate sales forecasts</li> <li>• Monitor gross profit from daily sales &amp; contribution reports</li> <li>• Manage output of branches</li> <li>• Handle all channel related issues</li> <li>• Manage an internal team to achieve your business goals</li> </ul> |
| <b>Experience</b> | <ul style="list-style-type: none"> <li>• 3-5 years cyber security experience in the IT industry on product with preference given to encryption products</li> <li>• 3-5 years' experience in Distribution or System Integrator dealing in all verticals</li> <li>• 3-5 years channel or sales experience</li> <li>• Have a good understanding of the Cyber Security and encryption market and partner channel</li> </ul>   |
| <b>Education</b>  | <ul style="list-style-type: none"> <li>• Grade 12/Matric Certificate</li> <li>• Relevant Degree / Diploma</li> <li>• MS Office Suite (intermediate – essential)</li> <li>• Security vendors certifications</li> </ul>   |