

Key Account Manager: Thales

THE OPPORTUNITY	
Key Skills	<ul style="list-style-type: none"> • Develop and manage a strategy within our Thales (eSecurity brand) • Achieve the objectives set by both the vendor and the company • Recruit and Manage partners and their sales teams to grow vendor revenue • Build business plans with managed partners • Identify new markets and key accounts • Design partner enablement plans • Develop and manage a business strategy • Market products and manage the sales process • Understand and implement vendor strategy and policies • Be responsible for all reporting to your Vendor and provide accurate sales forecasts • Monitor gross profit from daily sales & contribution reports • Manage output of branches • Handle all channel related issues • Manage an internal team to achieve your business goals
Experience	<ul style="list-style-type: none"> • 3-5 years cyber security experience in the IT industry on product with preference given to encryption products • 3-5 years' experience in Distribution or System Integrator dealing in all verticals • 3-5 years channel or sales experience • Have a good understanding of the Cyber Security and encryption market and partner channel
Education	<ul style="list-style-type: none"> • Grade 12/Matric Certificate • Relevant Degree / Diploma • MS Office Suite (intermediate – essential) • Security vendors certifications
<p><u>HOW TO APPLY</u></p> <p>All applications must be forwarded to careers@nu.co.za When applying for the abovementioned position please use the vacancy # in the footer of this document as your reference in the subject line.</p> <p>Note to ALL applicants: Should you not receive a response from us, your application will automatically be stored in our database and we will contact you if a vacancy matching your skills becomes available.</p>	