

Kaspersky Lab seeks new team players

About Kaspersky Lab

Kaspersky Lab is one of the world's fastest-growing cybersecurity companies and the largest one that is privately-owned. With a holding registered in the United Kingdom, we operate in 200 countries and territories and have 34 offices in 31 countries. Over 3,000 highly-qualified specialists work for Kaspersky Lab. We are a global corporation, with a global vision and a focus on international markets.

Are you curious?

Please send your detailed application (in English) including salary requirement (preferably by e-mail) to:

personal@kaspersky.de

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You are searching for a professional challenge? Then we look forward meeting you! We search for enhancement for our Sales Team as soon as possible (fulltime) a

Channel Account Manager (m/f)

Main duties & responsibilities:

- Support channel partners with the development of corporate client opportunities
- Develop and maintain relationships with channel partners and end users
- Extend our channel with new partners and development of the partner by partner plans
- Supply quotations and product information to end users and accepted channel partners and supply CRM updates
- Manage and execute tasks as directed by the Head of Corporate Sales Benelux to aid the growth of pipeline business and close deals

Requirements:

- Fluent Dutch and English in spoken and written
- 5+ years of successful channel sales experience, preferably with a security vendor
- Self-starter with the ability to generate own opportunities
- Strong desire for success and customer satisfaction
- Ability to work under pressure and tight deadlines
- Excellent communication, negotiation and presentation skills
- Previous use of a CRM database
- Good working knowledge of the sales process
- Friendly, self-confident and cooperative personality

Then you are right at Kaspersky Lab!

We offer you:

A pleasant working atmosphere with many development potentialities in an expanding company, in which passion & creativity of your employees contributes to our success.

Our open business and management culture makes us strong and successful.