

Kaspersky Lab seeks new team players



About Kaspersky Lab

Kaspersky Lab is a globally successful company with headquarters in Moscow, Russia, providing IT security products and services for companies and private consumers alike. The 2,700 employees worldwide are renowned for their extensive expertise and innovative approaches.

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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www.kaspersky.nl

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

Enterprise Account Manager (m/f)

Main duties & responsibilities:

- Establish and maintain executive level relationships to create a qualified pipeline and drive revenue
- Develop contacts into leads and work through the entire sales cycle
- Identify, develop and articulate a compelling value proposition to prospective customers and end users
- Supply quotations and product information to end users 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 direct enterprise (1000+ nodes) 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.