

## **NEUROSOFT S.A.**

### **Sales Account Manager, Cyber Security Solutions & Services**

(SAM\_CSS)

Neurosoft S.A., is a leading software, networking and information security provider in financial, telecommunication, transportation, gaming and government sectors, providing solutions and services aiming to increase operating efficiency and security. Listed in the Italian Stock Exchange since 2009, currently employees 200+ highly skilled professionals with in depth expertise in their field.

We have an open vacancy for a Sales Account Manager role for Cyber Security Solutions & Services, to join our Commercial team working with Enterprise customers. The role is responsible for evangelizing cyber security solutions in the enterprise market segment, leading sales activities and consulting clients on cybersecurity best practices and strategic plans.

#### **Main Responsibilities**

- Positions company's Cyber Security solutions and services to Enterprise clientele
- Effectively profiles target accounts and builds relationships with business decision makers at targeted clients
- Communicates with cross-functional groups, and builds strategic relationships with client teams
- Works with Business Development and Customer Experience teams in coordinating sales activities
- Prepares and delivers technical presentations to prospective companies to competitively differentiate company's cybersecurity offering
- Manages proof of concepts or pilots from definition to completion
- Responds to requests for information/quotes/proposals
- Ensures client satisfaction and broadening of offerings
- Establishes a professional network of cybersecurity decision makers, influencers, and industry pundits
- Keeps abreast of Cyber Security trends capturing best practices and advices
- Provides market feedback and customer requirements to operations and services teams in order to enrich their offerings

### **Professional Experience & Qualifications**

- BSc/MSc degree in Information Security, Information Technology field or equivalent industry experience
- 3+ years' experience in the sales field in a sales, presales or consultant role, promoting complex solutions in demanding enterprise environments; experience in the cyber security field is highly preferable
- Strong skills in developing new relationships with customers and the ability to recommend and position technical solutions to solve customer business challenges
- Good understanding of information security risks, preventive measures, incident and threat management
- Results-driven attitude, with a successful track record of designing or selling enterprise solutions to customers
- Ability to communicate and negotiate effectively with business and technical teams at all levels at client's organization
- Strong organizational and planning skills with the ability to multitask and take initiatives
- Exhibition of critical thinking
- Effective written and verbal communication skills both in Greek and English; competency in business and technical writing
- Ability to work both independently and as a member of a team

### **We Offer**

A competitive compensation package, a stable and enjoyable working environment, excellent opportunities for professional development, working on leading-edge technology and industry trends.

***For more open vacancies check @ [www.neurosoft.gr](http://www.neurosoft.gr)***