

# Sales Manager - Midmarket International (m/w/d)

## About us:

The German company DriveLock SE was founded in 1999 and is now one of the leading international specialists for IT and data security with branches in Germany and the USA. In times of digital transformation, the success of companies depends largely on how reliably people, companies and services are protected against cyber attacks and the loss of valuable data.

DriveLock has set itself the goal of protecting company data, devices and systems. To achieve this, the company relies on the latest technologies, experienced security experts and solutions based on the Zero Trust model. Zero Trust means a paradigm shift in today's security architectures according to the maxim "Never trust, always verify".

As Sales Manager - Midmarket International it is your task to inspire organizations for our security controls based on the DriveLock Hypersecure IT Platform. You will look after international prospects throughout the entire sales cycle and will also be responsible for strengthening international growth by closing sales. This role requires an active focus on the European and US market. Extensive travelling is not expected in this role, but there may be occasional business trips abroad.

## Your tasks:

- Addressing and qualifying decision-makers and DriveLock champions in the IT sector
- Qualification of prospects from inbound marketing campaigns with the support of our business development team
- Addressing the goals, needs and requirements of prospects and positioning of the DriveLock value proposition; with the support of our technical pre-sales team
- Responsible for the entire sales cycle and closing of sales opportunities focusing on the international midmarket segment
- Collaboration with regional / international DriveLock business partners and with focus on sales development in the region with support from our channel team
- Actively contribute your own ideas and work purposefully to achieve our self-imposed team goals, sales OKRs and KPIs
- Representation of DriveLock at trade fairs, events and in webinars

### Your profile:

- Interest in trends, technological developments and cybersecurity
- Empathy and proactive communication and sales style; ideally with experience in SaaS sales methodology
- Several years of experience in business development / sales with direct end customer contact and a high proportion of remote work; ideally international / US market
- Experience in indirect sales and handling of business partners
- Experience with LinkedIn and knowledge of common software such as MS Office, MS Teams and CRM systems (Dynamics 365, HubSpot)
- Structured and analytical way of working, high quality standards for your own work
- Very good English skills, ideally native speaker; German min. C1, further language skills are an advantage

### What we offer:

- Growing market, growing company and growing team with plenty of potential to develop and further shape your own professional career
- Open and committed colleagues who work together at eye level
- Modern sales processes and tools with a high degree of standardization and automation so that you can focus on the customers and their needs
- Attractive salary with performance-related commission plan
- 30 days holiday per year and a permanent employment contract
- Flexible / hybrid working - you organize your time in the way that works best for you
- Preferably work at least 1-2 times a month in the office in Munich or from the home office (Onboarding of up to 4 weeks in Munich)
- Corporate Benefits