

Software Solution Sales Manager - Denmark

Nexus Group

Nexus Group provides identity and access management solutions for people, software, and devices in the physical and digital world. Swedish-owned Nexus is an innovative and rapidly growing product company that develops identity and security solutions.

Be part of a growth story turning your ideas into results

For our client Nexus ID Solutions A/S, we are looking for a Software Solution Sales Manager, who is going to be responsible for developing customer relationships and lead the deal closing in the sales cycle. The Software Solutions Sales Manager is responsible for understanding customer needs and aligning those needs with the Nexus full offering. You will also have communication within the company with Product Marketing, Product development, Professional Services, Regional hardware sales team and the sales support team. You will be part of a professional and well functional organisation where different areas seamless work together and will be provided with support and backup as well as collaboration with resellers, partners and integrators.

Key Areas of responsibility

- Develop and execute a monthly sales plan to achieve quota and new customer goals. You will be responsible for both new business development (30%) and key Account Management (70%)
- Drive sales and commercial activities both as an individual contributor and as a team player. Meet or exceed assigned sales goals and work effectively as a sales team member; share best practices, promote camaraderie, provide assistance and be a positive influence.
- Interact with people in all departments in a manner that helps create a dynamic and cohesive culture.
- Continually improve; stay current with industry trends, help refine sales and service processes, develop and learn new sales skills, and work to increase personal productivity.
- Maintain up to date knowledge of prospects, projects and client companies
- Proactively participate in meetings with a positive attitude and a mind-set towards sales process improvement.

Selected task and assignments for Solution Sales Manager

- Assist account managers and hardware/regional sales managers in the qualification of customer needs while also having the ability to close deals directly by yourself.
- Provide solution demonstrations, both standard and tailored to suspects and prospects. You will facilitate technological guidance to new and potential customers e.g. Proof of Concepts, workshops, pilots, etc.
- Respond to customer requirements as well as request for Information/proposal documents.
- You will work with account management team defining and executing based on sales strategies. You will support sales efforts with in depth product and business expertise.
- Maintain an in-depth knowledge of the Nexus software and solution offering as well as service offerings and methodologies.

To succeed at this job, you must be:

Self-motivated, able to work well in a geographically dispersed team environment, while exhibiting a positive and professional attitude. Being able to both pay attention to details while being open minded with an entrepreneurial attitude. You have a high degree of autonomy while performing well under pressure. Further we value that;

- You hold the ability to translate technical features into tangible customer business benefits and are passionate for 'starting up' and contributing to the development of new ideas and concepts.
- Strong general IT skills and preferably also specific around IT security.
- Continually identify new prospective customers via requesting referrals and performing online research via industry related websites eg.
- Proactively communicate, provide praise or constructive feedback regularly, and continually refine how you work together to maximize sales productivity

Required qualifications

- +5 year track record of successful solution selling
- Experience in managing a sales territory to develop new customer business
- Fluent in Danish and English (verbal & writing)
- Great verbal and oral communication skills
- Good Presentation skills
- Positive attitude and a positive work ethic who can identify oneself with Nexus core values in all situations
- Team true player and a natural beacon
- Comfortable working in virtual workplace

This is what Nexus has to offer:

A truly dynamic and permissive workplace with a strong professional backbone and mature collaboration structure cross boarder. You will be given career and development opportunities and play a vital role in the growth and settlement of the Danish organisation and footprint.

We offer a motivated team with experienced professionals, a broad product portfolio with high-class technology enabling you to offer your clients state of the art A-Z solutions making the value creation for the customer truly best in class.

Provide you with a strong focus on innovations and product development as well as modern leadership values giving you the best possible base to perform through high level of trust and responsibility.

Contact and application

If you have any questions please call Brian Ranvits at European Search Company; +45 2048 0548. If you are interested in the position, please send your CV and motivational letter to; bra@europeansearch.dk att: "Solution Sales Manager"

About Nexus Group

Swedish-owned Nexus Group is an innovative and rapidly growing product company, developing identity and security solutions. Our technology helps organizations digitize their operations in a secure way by enabling e-commerce and online banking, managing physical and digital access, securing access control, provisioning access cards, enabling e-services in the public sector, and protecting communication between things. The very basis of all security, both physical and digital, is the creation, management, and use of identities. We have enabled trusted identities for people, software and devices since 1984, and our technology is today relied upon by a large number of organizations and 100 million end users around the world. We are 300 employees across 15 offices in Europe, India and the US, and we have a global partner network.

Nexus's mission is to contribute to the formation of a secure society, and everything we do is guided by our core values: we care, we innovate, we are committed