

## **CCTV Security Sales Manager (Scandinavia)**

We currently have an opportunity for a Sales Manager Scandinavia. The successful candidate will be responsible for the management of direct sales, integrator relationship development, and growth of our electronic security business in Denmark, Sweden, Norway and Finland.

We pay very competitive salaries and OTE`s to allow every key employee to fully share in our success. The place of work is Scandinavia, ideally located in Sweden.

### **Primary Responsibilities:**

- to identify, develop, qualify and close business in Scandinavia
- Creation and execution of detailed sales plan to achieve revenue objectives.
- Maintain monthly forecast and sales pipeline
- Develop and maintain close working relationships with appropriate internal and external resources and partners.
- Participate in account planning and strategy activity
- Understand and appropriately leverage sales and support resources
- Work to increase awareness and interest in our solutions in assigned territory or accounts
- Maintain high level of knowledge on our products, roadmaps, competition, pricing, market share, and key product differentiation.

### **Attributes**

- Strong organizational skills
- Exercises significant independent judgment to achieve objectives
- Ability to stay focused on goals and objectives
- Willingness to travel 25% - 50% / assigned territory
- Ability to operate and make decisions in complex environment
- Self-motivated, competitive and goal oriented
- High energy drive to close business and exceed assigned sales goals
- Strong presentation, sales, negotiation and influencing skills
- Organized and has track record of working effectively on a team
- Effective at qualifying sales opportunities and time management
- Prior security product experience (CCTV, access control, intrusion, fire safety) - A MUST.
- Good written and verbal communications skills
- Strong negotiation and interpersonal skills
- 2 - 4 years outside sales experience in an industrial environment.
- Ability to work through customer objections to IP security solutions
- Ability to drive sales as part of a sales team.
- Solid track record of over quota achievement in technology sales
- Vertical industry knowledge

### **Please send your CV to**

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to the attention of Marita Hauschke [mhauschke@vidicore.com](mailto:mhauschke@vidicore.com)