

Regional Sales Manager – Sweden

As a **Regional Sales Manager** for Absolute Software, you will be responsible for developing your territory through direct prospecting with target accounts, following-up on leads and developing leads with partners to build a consistent pipeline of prospects. Working with your sales engineering support team, you will be responsible for developing & responding to RFPs and running POCs to ensure you are achieving your quarterly sales goals while building your pipeline for future quarters.

Accountabilities will include:

- Plan, develop and implement joint go to market and field engagement strategies with OEM's and Channel Partners in the Nordic Region.
- Work with Program Management and Channel Marketing to build compelling sales and marketing programs.
- Responsible for all aspects of the sale from qualification, needs assessment, presentation, and contract negotiation
- Drive opportunities at the strategic and tactical level
- Leverage existing customer relationships to sell new products and/or services
- Manage weekly pipeline forecasts against revenue targets
- Consistently meet or exceed the predetermined quarterly/annual sales quotas
- Create and communicate the value of Absolute's solutions with prospects and clients
- Participates in varied sales activities requiring perseverance, preparation, ingenuity, and responsibility
- Identify, visit and Influence decision-makers of prospected customers
- Maintain, grow and manage existing accounts
- Provide sales assistance on large deals to partner sales forces
- Ongoing coordination with all teams (marketing, engineering, operations, legal, sales and finance) to identify opportunities and ensure alignment of objectives – either directly or via partners
- Manage and coordinate OEM, distributor and partner sales campaigns
- Communicate and report engagement status with all partners

What you'll need:

- Dynamic, high energy sales professional with 5-10 years successful experience in direct sales, high-level, executive selling
- Expected experience in Cyber Security (End point a preference) /or PC business
- Experience selling enterprise level solutions in the security and compliance markets.
- Demonstrated ability to exceed quarterly quota.
- Must be able to take on, and manage, projects based on requirements of Absolute's developing business in the Nordic region.
- Proven history of being able to work independently and with cross-functional teams to achieve company and departmental objectives
- Strong business acumen and capable of developing and managing strategic plans with partner and company executives
- Ability to discuss technical software capabilities and features from at a functional and architectural level. Programming knowledge is not required

- Proven history of analysing situations, employing creative and effective decision making to solve problems/achieve results
- Ability to excel in a team environment which emphasizes total cooperation and mutual respect
- Strong relationship skills with outstanding written/verbal communication skills and excellent negotiating skills
- Attention to detail and the ability to follow-through are essential
- Previous experience working with Computer OEMs a definite advantage
- A good command of the English language essential
- Presentations will be required, both in meetings and at conferences, including to the media (press, online, radio and television)

Who We Are:

Absolute provides persistent endpoint security and data risk management solutions for computers, tablets, and smartphones.

Our customers rely on us to provide them with a unique and trusted layer of security so they can manage mobility while remaining firmly in control. By providing them with a reliable, two-way connection to all of their devices, our customers can secure endpoints, assess risk, and respond appropriately to security incidents.

Our Persistence technology is embedded into the core of most devices at the factory. Once activated, it provides you with comprehensive visibility into all of your devices enabling you to confidently manage mobility, investigate potential threats, and take action if a security incident occurs. Most importantly, you can apply remote security measures to protect each device and the data it contains. No other technology can do this!

Why Work For Us

Break free from tradition and join an innovative and fast-paced environment. Absolute is a TSX listed company with a global customer base and partnerships with some of the biggest names in IT. We encourage career growth from within and promote people internally. We are a company of 400+ global employees and growing. We are proud of our open-door management policy, extending from first-line supervisors to the CEO, which empowers every employee to step forward with ideas and suggestions for improving our products. To learn more about what it's like to work at Absolute, please visit the careers section of our website at www.absolute.com.

To apply, please visit: https://app.jobvite.com/j?bj=ovjd2fwN&s=The_Local

Absolute is an equal opportunity employer.