

Document title:

Job Description

« VP Global Sales »

Document Type:	Job Description
Reference:	TMP_HUR_010 V4.3
Date:	28/07/2020
File Name:	Job Description
Security level:	General Business Use

Author :	Verified by
Name : Isabelle Pecharroman	Name : Carlos Moreira/Carlo Schüpp
Date : 28/09/2021	Date :28/09/2021

Electronic versions are uncontrolled unless directly accessed from the QA Document Control system.

Printed version are uncontrolled except when stamped with 'VALID COPY' in red.

External release of this document may require a NDA.

Template reference: TMP_HUR_010 V3.2

Job Description

General Business Use

Page: 2/3
Date: 09/03/2018
Reference: TMP_HUR_010 V4.3

Job role	VP Global Sales
Department	Sales
Reporting to	COO
Location / Working place	France (Meyreuil – 13)

Mission

- Create and implement/execute the Sales strategy, manage the teams and all revenue generation & execution: Sales, Marketing and Business Development.
- Oversees Sales, Marketing and Business Development and align these processes in order to understand where they overlap and how to maximize ROI.
- Continuously study and define the company's business model, ensuring the market sizing, Sales strategy, pricing and packaging, sales skills and organizational model. Ensure Customer journey from unknown lead to (key) account management are robust and in alignment with the company's vision.

Main responsibilities

- Identify and close sales opportunities that meet/exceed territory revenue objectives, which include the following requirements:
- Establish strategies (account targets and penetration plans) and meet/exceed objectives (design-wins, sales dollars) for the assigned territory.
- Generate forecast, design win tracking and meet/exceed forecast via corporate tools and Wisekey forecasting methods, systems and meetings/presentations
- Generate, manage, and close a consistent pipeline of new opportunities
- Full time interaction with customers, customers' management, Wisekey management and support organizations to build & grow all Wisekey businesses
- Utilize field system engineering, product line, and management to achieve fastest rate of design win success
- Identify the need for executive level interactions with customers and facilitate the establishment of these relationships.
- Work with Wisekey marketing to identify target accounts in the territory and develop and implement penetration strategies for these accounts.
- Manage, train and drive revenue success with our sales representative organization, VARs and partners.

Main interfaces

Internally :

- CEO, CFO and executive team
- Sales and Marketing
- Business Development
- Product Development

Electronic versions are uncontrolled unless directly accessed from the QA Document Control system.

Printed version are uncontrolled except when stamped with 'VALID COPY' in red.

External release of this document may require a NDA.

Template reference: TMP_HUR_010 V3.2



Job Description

General Business Use

Page: 3/3
Date: 09/03/2018
Reference: TMP_HUR_010 V4.3

Externally :

- Customers
- Strategic Partners and Channels
- Relevant Market Participants

Requirements

Educational background / diplomas	Business Degree with a preference to IT Services as well as Sales, Marketing and Business Development
Experience	Proven track record selling solution Self-motivated individual with strong communications skills able to work independently with remote management. Experience selling security solutions for Internet of Things applications to Industrial and other market segments Experience in working with customers at the executive management level
Skills	Ability to convey complex value propositions to customers with varying levels of understanding Success in negotiating complex contracts, pricing and working with legal teams from large corporations is a must Hands-on leadership ability and willingness to spend a majority of time in the field working directly customers and reps. Fluent in English, French and German
Others	International and Domestic Travel required from 50% to 75%

To apply, please send your CV and motivation letter exclusively by email to ipecharroman@wisekey.com

Electronic versions are uncontrolled unless directly accessed from the QA Document Control system.

Printed version are uncontrolled except when stamped with 'VALID COPY' in red.

External release of this document may require a NDA.

Template reference: TMP_HUR_010 V3.2

WIS@key