



Job role	VP Global Sales
Department	Sales & Marketing
Reporting to	CEO
Location / Working place	Aix-en-Provence or Paris - France

Mission

- Generate growth and develop new markets in the cybersecurity field, with a focus on the IoT and anti-counterfeiting markets
- In line with the executive team, define and implement the Sales and Marketing strategies, manage the Sales teams and all revenue generation activities: sales, marketing and business development
- From new opportunities identification to key accounts management, ensure that the customer journey is correctly supported, in line with the company's values

Main responsibilities

- Establish strategies (account objectives and penetration plans) in order to meet/exceed the company's revenue targets
- Identify the need for interactions at the executive level with customers and facilitate the establishment of these relationships
- Collaborate with marketing teams to identify target accounts and implement penetration strategies for those accounts
- Develop the commercial success of the company based on our networks of distributors, VARs and partners

Requirements

Educational background /diplomas	Business Degree with a preference to IT Services as well as Sales, Marketing and Business Development
Experience	<p>Previous senior level sales, marketing, operations, or revenue operations experience</p> <p>Previously implemented RevOps strategies and overall P&L responsibility preferred</p> <p>Proven ability to communicate strategy clearly to multiple teams and areas of expertise</p> <p>Knowledge in some of the following domains would be “a plus”</p> <ul style="list-style-type: none"> -AI -Automation -Semiconductor -IoT -PKI -Blockchain NFT
Skills	<p>Ability to convey complex value propositions to customers with varying levels of understanding</p> <p>Success in negotiating complex contracts, pricing and working with legal teams from large corporations</p> <p>Leadership – easily move others to action by planning, motivating, organizing and controlling work being done</p> <p>Multilingual with excellent English language skills both orally and written in a business environment. German, French and Spanish are an asset</p>
Others	International and Domestic Travel required 50%

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