

Account Manager Spain

Sales

About GMO GlobalSign

GlobalSign is the leading provider of trusted identity and security solutions enabling businesses, large enterprises, cloud service providers and IoT innovators around the world to secure online communications, manage millions of verified digital identities and automate authentication and encryption. Its high-scale PKI solutions support the billions of services, devices, people and things comprising the Internet of Things (IoT). The company has offices in the Americas, Europe and Asia. For more information, visit <https://www.globalsign.com/en/company>.

Summary of the role

Purpose: The person in this role will be (mainly) responsible for developing the Iberian market. You will have to find the right balance between hunting for new business and maintain a strong relationship with your existing customer base in order to retain and develop their certificate usage.

Department: Sales

Reporting into: Sales Manager EMEA

Location: Leuven, BE

Nature of employment: Permanent (CDI)

Contractual hours: 37.5 hours per week

Reports: This role does not have people management responsibilities.

Travel: Occasional. Travel for approximately 10% of time.

Flexible working: We are hybrid working and would consider remote working with occasional office visits or other flexible working arrangements as long as you permanently reside in Belgium.

Equal opportunities, diversity and inclusion: We are an equal opportunities employer committed to diversity and inclusion and have a zero-tolerance approach towards bullying and harassment.

Right to work: For your application to be considered, you must have a current right to work in Belgium.

Background checks: Due to the trusted nature of our business, you will be required to undertake identity and background checks, including criminal record checks and qualifications, and periodic reviews of trustworthiness. You will also be required to immediately inform your line manager of any changes in your circumstances relevant to these checks.

Main job responsibilities and accountabilities

- Responsible for identifying, developing, and closing new business through the Enterprise Sales Division targeting prospects that have larger (automated) digital certificate needs.
- Develop and implement individual territory strategies to meet ongoing Monthly, Quarterly and Annual booking objectives.
- Cold calling/emailing/interacting via social media identified decision makers within target accounts daily.
- Making initial sales contact to evaluate and understand a prospect's business needs.
- Qualify and convert incoming leads into sales and/or sales opportunities for other sales divisions.
- Conducts periodic reviews of existing customer and demonstrate the ability to strategize to further develop and expand the business relationships
- Present high-level benefits and create interest in working with GlobalSign and utilizing its managed PKI platforms.

- Take responsibility to maintain and increase personal knowledge, skills and expertise of company processes and procedures, organizational structure and responsibilities, product details and applications and any other identifiable development areas directly impacting performance in the role.
- Study market, noting competition and identifying potential sales opportunities.
- Work closely with GlobalSign's Marketing team to promote new and existing products to current customer base.
- Work closely with Strategic Enterprise Account Executives to ensure we're maximize every customer's potency.
- Provide pre-sales and customer support to prospects and customers via email and telephone.
- Give presentations (in person and online) tailored to each Enterprise individual needs.
- Continuously manage and nurture a pipeline of high-level qualified leads until they meet outlined lead criteria (identified key contact, understand business potential/number of certificates, timeframes/timing, & budget/buying process).
- Build customer rapport to grow existing business and cross sell.
- Maintain detailed customer and prospect information related to individual territory in GlobalSign's CRM system allowing management to easily understand the status of customer relationships, quickly ascertain potential sales pipeline, and closed business in the individual's territory.
- Provide detailed weekly forecast and update of in process leads, potential upside and future opportunities to management and enterprise sales team.
- Maintain 75% or greater renewal rate of customer portfolio within assigned territory.
- Participate in trade shows, events, and training.
- Other duties as assigned by manager.
- Responsibility for complying with company policies and procedures, including but not limited to information security and acceptable use, and for undertaking mandatory in-house company training as required.
- Undertake other job responsibilities and accountabilities within the remit of the job role as and when these may arise.

Person specification

Essential

- The candidate needs to have native level language skills in Spanish. Knowledge of Portuguese is a plus. Candidate need to read, write, and speak the language fluidly and without hesitation. Knowledge of English language is also required (Corporate language)
- Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization.
- Ability to develop thorough understanding of information security related products/services and/or the demonstrated ability to quickly learn/assimilate GlobalSign solutions.
- Strong presentation, both written and oral, as well as good analytical skills. Demonstrated ability to learn new technologies.
- Detail oriented with a strong commitment to accuracy and quality.
- Excellent communication, interpersonal and "self" motivation abilities.
- Good interpersonal skills with the ability to interact well with customers and internal departments.
- Highly motivated with the ability to work independently using their own initiatives as well as working as part of a team.



- Thorough understanding of information security related products/services and/or the demonstrated ability to quickly learn/assimilate GlobalSign solutions.
- The ability to effectively manage one's own time and work independently to meet defined performance metrics and booking objectives.
- Highly competitive and demonstrated ability to work "well" with others in a fast paced, team based, sales environment.

Desirable

- 3+ years of sales experience in B2B SaaS vertical
- Proven track record demonstrating ability to engage and use a consultative approach to sell to CXO-Level sales executives.
- Proven track record prospecting and generating business.
- Proven track record exceeding quota.
- Proficiency using social media (LinkedIn, Twitter, Reddit, etc....) to engage with prospects.
- Proficiency with CRM applications (preferably Salesforce.com) and related tools
- Strong analytical, business process development and problem-solving skills
- Strong Time Management skills and the ability to prioritize and manage multiple activities.

One GlobalSign Way

Our employees are expected to fully embrace our 'One GlobalSign Way' and demonstrate the following behaviours daily in their job roles.

- *Ownership* - Be responsible and accountable for own job responsibilities, performance, conduct, learning, training, development, career progression and effective communication.
- *Creativity* - Challenge how things are done, suggest more effective and efficient ways of working, actively seek to improve customer service and product offering to both external and internal customers.
- *Integrity* - Behave ethically and morally by complying with Company rules, policies, processes, procedures, and governmental/governing body laws and regulations.
- *Collaboration* – Understand and demonstrate effective team working skills by working successfully within and across teams.
- *Diversity (and inclusion)* - Contribute to a dignified work environment by respecting and including others irrespective of age, culture, ethnicity, race, nationality, religion, belief, gender, gender reassignment, sexual orientation, disability, marriage/civil partnership and pregnancy/maternity.
- *Waku Waku* - Seek to be passionate and positive about GMO GlobalSign by aligning with the mission, vision, behaviours and objectives.

What we offer

We offer a competitive salary and benefits package including company profitability scheme, workplace pension, group income protection insurance, group private health insurance, group life insurance cover and much more.

Application process and deadline

If you meet the criteria listed above, found the nature of our business fascinating, and can demonstrate our One GlobalSign Way behaviors daily, then please apply for the role by sending us a cover letter along with your current CV/resume to hr-be@globalsign.com.

Privacy Policy



I understand that by continuing to apply for this vacancy, I am agreeing to the processing of my personal data, subject to GlobalSign's [Privacy Policy](#).