

Join us as an

Account Executive EMEA

Job Overview

Job Title:	Account Executive EMEA
Company:	comforte AG
Job Location:	Negotiable
Contract type:	Full time permanent employment (40h/week)
Experience:	Several years successful in sales of complex IT solutions, ideally in the area of Information Security
Tags:	Sales, Enterprise, Account Executive, DACH, EMEA, sales revenue
Education:	At least a Bachelor's degree in an IT-related field or Economy
Reports To:	Director of Sales Global
Start date:	At earliest convenience

We are searching for an Enterprise Sales Executive who will be responsible for

- driving sales revenue in a sub-region within EMEA taking over some of the existing accounts driving further business with them,
- developing new business and new accounts in the region

Role

In your role as Account Executive EMEA you are responsible for sales and profit margin in the sub-region DACH, Nordics and Middle East. Target industries will be predominantly banks, credit card companies, financial service providers and retail with a growing tendency of other industries now requiring appropriate data protection in the scope of GDPR and other global security and compliance requirements.

Your typical counterparts on the customer side will be:

- Risk and the Compliance officers
- Information Security Officers (CISO or similar)
- CFO
- Business owners and Domain owners of Enterprise Applications
- IT Directors, IT Security

You will be part of the EMEA sales force and will carry a cross responsibility for selected Accounts for HPE Nonstop based solutions and develop additional business outside the core industries in the area of Enterprise data protection.

Your responsibilities include:

- Sale of Data Protection Solutions (Enterprise Tokenization Systems)

- Sale of “HPE Nonstop” connectivity and Security solutions
- Interfacing with the Marketing Department
- Drafting of offers and interfacing with the Back Office for the preparation of sales offers
- Market and price monitoring
- Competition monitoring
- Participation in Sales Events and Trade Fairs

Key to the success in this position will be a good understanding of the processes in the target industries as well as initiative, creativity, mobility and an entrepreneurial spirit.

Required Domain Knowledge

Excellent and extensive skills and background knowledge in:

- financial services (payments industry), retail
- Multilevel relationship Sales in larger and complex organizations,
- Good understanding of state-of-the-art Enterprise IT solutions,
- Overall understanding of Information Security Technology
- Business-need-oriented selling skills with a target persona based messaging
- Strong negotiation and deal closing skills

Professional Traits and Aptitudes

- A good negotiator who knows how to win friends and influence people
- target oriented and self-motivated
- entrepreneurial spirit
- a person of high integrity and credibility who has the skill of winning trust for him- or herself and the company
- strong service orientation
- hunger for success
- Willing to travel within the respective sub region

Communication

- **English:** profound knowledge on all conversational to business levels
- **German:** Language skills helpful but not a requirement
- Additional Languages are a plus

What comforte can offer

- Unique company culture resulting in low staff turnover
- Interesting work in an international team with clients in the Payments / Telco / Retail / Manufacturing industry around the world
- Flexible working hours
- Flat hierarchies

- Good work-life balance
- Comprehensive benefits
- Opportunity to work self-sufficiently, take responsibility and make a difference
- Internships and growth opportunity within the company
- Work location negotiable once fully on-boarded and accustomed to culture, team and work environment
- Competitive compensation
- Company profit sharing

More information

comforte was founded in 1998 by the creators of a connectivity solution for mission-critical systems. As our company grew, a logical next step was to not only connect systems, but to also make sure that all communications are secure. Today, organizations in the payment industry around the globe run their ATM and Point-of-Sale networks securely on comforte solutions.

As comforte's experience with securing data in motion increased, we decided to extend our technology and to focus on securing sensitive data itself. In the area of payment this means protecting all sensitive cardholder data, in all other industries this means personal identifiable data (PII). After deploying our solutions for many years at many payment organizations worldwide, we took our portfolio one step further by adding a solution enabling digital payment transformation (tokenizing) systems.

Building on more than 20 years of experience in unlocking more value from systems that never stop, comforte has evolved into a market leader for data protection, digital payments and mission-critical systems. We now serve over 500 enterprise customers across the globe, among them the two largest credit card processors, 27 of the worldwide largest banks, two of the largest retailers and three of the top six Canadian and Latin American payment processors.

The comforte Corporation with headquarters in Wiesbaden, Germany, has subsidiaries in the United States, Australia and Singapore. The total workforce is around 100, within the last three years annual revenue grew from 16 to 30 million USD.

For more information, please see www.comforte.com.

Contact and Questions

Please send your application in English language to career@comforte.com. Please send any questions you might have to the same address.

We are looking forward to meet with you!