



Channel Sales

Exclusive Group is a fast growing company (50% growth YoY since 2008) reaching 1.5Bn€, covering 5 continents through 30+ countries and employing 1500+ persons.

Exclusive Networks Sweden is focused on launching cybersecurity start-ups activities as well as developing more mature vendors all across Sweden. Activities cover classic distribution (financing and logistics) as well as added value services (marketing, sales, technical support, services, leasing...). The company has reached ~30M€ and employs ~20 persons.

Today, to assist our development and develop our presence throughout Sweden we are creating the role of a Channel Sales.

He or she has the ability to see things from the perspective of our customers in order to find the best offer to meet their needs, with the support of the full Exclusive vendor portfolio. The Channel Sales' area of responsibility would include 3 main activities:

Main activities

- Build strong customer relationships:
- Manage (preparation and expansion) the business relationship at the customer's decision-making levels
- Promote and defend our added value with our clients and vendors
- Actively animate the customer base:
- Actively sell the full range of our vendor portfolio products and solutions
- Plan and implement dedicated customer measures and general customer events in close collaboration with our marketing department
- Generate new opportunities through proactive consulting and project support
- Define potential for customer base expansion and design expansion tactics with the Sales director
- Be part of a team:
- Design added-value solutions to our customers in collaboration with our corresponding specialists (Business Development managers, Pre-Sales, Marketing, Top Management)
- Promote Exclusive Networks Sweden in the form of presentations

Perimeter

- Clients: ~100-150 clients in Sweden with a selection directly managed by the Channel Sales
- Geographies: all Sweden

Candidate Profile

- Industry knowledge: know-how in the IT sector, focusing on the areas of IT security, infrastructure and network technology.

- **Experience:** 2 to 5 years' experience in sales with direct client exposure and direct perimeter responsibility
- Languages: Swedish, English

– **Personality & skills:**

- Communication: straightforward and in an effective manner, good presentation skills
- Autonomy: Likes to work under his/her own responsibility and initiative. High autonomy level, willingness to take initiatives and entrepreneurship mindset. Ability to manage agreed business deadlines
- Team player
- Excellent perceptive skills for complex interrelationships, and enjoy dealing with people
- Structured way of working, good understanding of commercial figures and advanced knowledge of MS-Excel
- Education: Business / Management school

Place of work: Stockholm

Percentage of travel involved: approximately 70%