



Regional Sales Manager– Nordics (Sweden, Denmark, Norway, Finland & Iceland)

Job Location: Remote – Work from of home office

Summary

Imagine what you could do here. At Opengear, great ideas have a way of becoming great products, services, and customer experiences very quickly. Bring passion and dedication to your job and there's no telling what you could accomplish. Opengear is committed to innovation and delivering the finest out-of-band management solutions delivering best of breed Network Resilience solutions to SME's and large enterprise customers alike.

Reporting to the VP Sales EMEA, the Regional Sales Manager will identify and develop opportunities working with complex IT solutions and will be focused on selling to companies across the Nordic region. This individual will work out of their home office and travel to clients and events as required.

Primary Responsibilities

The Regional Sales Manager will work with Opengear customers, reseller partners, and internal sales resources to drive the full line of Opengear Hardware and Software Solutions.

- Meet/exceed sales targets contributing to regional and company growth
- Development and execution of sales strategies within assigned territory
- Development of a strong pipeline of opportunities through insightful and strategic territory planning
- Manage opportunities through varied sales stages to closure, while mitigating risk and maximizing upside
- Collaborate with extended sales team (inside sales, sales engineers, reseller partners, etc.) to deliver an exceptional Opengear experience.

Requirements/Qualifications

- Bachelor's Degree
- 10+ years of successful quota driven sales experience
- Successful demonstrable track record in Enterprise Solution Selling
- Successful track record selling in a multi-customer territory and with a multi-million-dollar quota responsibility
- Experience building trusted rapport with CXO level customer contacts
- Ability to work well in a team environment
- Excellent communication and presentation skills
- Very good proficiency in English (both written and spoken)

Desired Knowledge/Skills

- Strong customer-facing sales experience and a customer contact list from across the Nordic region
- A high-level understanding of IT infrastructure around device management, security, and infrastructure integration
- Knowledge of out-of-band management products and or general IT Networking equipment a significant advantage