

Technical Business Developer Software Security & Data Management ALSO Nederland B.V.

We are now looking for an ambitious and experienced Technical Business Developer for IT security and data management (backup, storage, recovery, etc.). You will be responsible for further developing and strengthening our position in the Benelux market with existing and new vendors. The role is predominantly focused on pre-sales work.

Your profile

We expect you to take service and business development seriously. To succeed in the role, we believe that your main characteristics are dedication and perseverance. Furthermore, you are a work-hungry person who is driven to work toward high set goals and passion for technical sales.

RESPONSIBILITIES:

- Pre-sales and business development for our suppliers
- Train the trainer - Present and demonstrate our solutions from a technical perspective, internal and external
- Assist in the implementations and migrations
- Assist in the sales cycle from technical requirements analysis, create evaluation plans and follow up evaluation processes from beginning to end
- Ensure implementation and monitoring of customer activities

PROFESSIONAL COMPETENCE:

- Experience in sales, demonstrations and installations of security and data management solutions
- Minimum 5 years' experience as a Pre-Sales in Software

AS A PERSON YOU:

- Are a good communicator (oral and written) and a good presenter
- Have the ability to analyze problems and use a systematic approach to find a solution quickly
- Are fluent in Dutch and English (written and spoken)

ALSO Nederland B.V. belongs to ALSO Holding AG (Emmen/Switzerland). ALSO brings providers and buyers of the ICT industry together. The company offers services at all levels of the ICT value chain from a single source. In the European B2B marketplace, ALSO bundles logistic services, financial services, supply services, solution services, digital services and IT services together into individual packages. The Group has around 3.600 employees throughout Europe, the office of ALSO Nederland is located Nijmegen. In fiscal year 2016 (closing on December 31), the company generated net sales of 8.0 billion euros. Further information is available at www.also.nl.

If you find this position relevant and interesting, we would like to hear from you. Please send your application with CV (in English language) to:

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