



Sales Representative, Quantum Cross Domain Cyber Security

Your clients will be international organizations with CLASSIFIED networks in the defence and security sectors

Arbit Cyber Defence Systems develops, manufactures and services highly certified Cyber Defence solutions for clients in Government, Intelligence, Police and Armed Forces throughout Europe. With world leading quantum technology, we enable clients to operate classified, segmented networks cross domain.

For almost two decades the demand for our solutions has been growing along with our domain expertise, insight, and certifications, and to keep up we are now expanding our sales team.

Today we are a small but highly dedicated sales and marketing “team” facing the challenges of servicing a rapidly growing number of clients and partners with Cross Domain solutions, Anti-malware, Crypto... and do it even better.

Who you are and what you'll do: We imagine that you come from a role where you have delivered great results. The key to success is to increase sales while maintaining a good relationship with our existing customers and partners. You will have a head start if you possess all or some of the following:

- You have experience with sales, perhaps with government organizations.
- You are a professional and a straightforward communicator.
- You have documented results and are a skilled negotiator.
- You have some technical understanding for IT networks or eager to learn.
- A plus if you know the challenges working with classified networks with different classifications.
- You are ambitious and self-driven.
- You write and speak fluent English. It's a plus if you also speak other main European languages.

The daily work includes servicing both existing and new customers and partners, preparation and research, customer meetings, and in time contribute to new digital ways to ensure new leads.

- Act as point of contact and serve accounts and partners.
- Prepare and follow up on quotes and new leads.
- Participate in demos, drive customer cases to align customer needs with Arbit products.
- Work closely with the sales team to drive and maintain sales pipeline.
- Prepare and participate in expos and conferences.
- Contribute to maturing the sales organization, processes, and product packaging.
- You will succeed together with our CSO but also work closely with our Service Delivery Team.
- It is a prerequisite that you can be security cleared to HEMMELIG (SECRET) plus a work/residence permit.

You will receive training in Arbit's product portfolio, as well as the above topics you do not already master. It's more important that you're dedicated and motivated to learn than how much you already know. And you must like to travel.

Come join us: We value honesty, responsibility, and integrity in our work. We have great respect for each other and strive to have an inclusive and diverse work environment characterized by an informal straight forward tone with room for humor. In addition to an extremely flexible workplace and caring colleagues, we offer different social activities – some driven by employee initiatives – including company relay race, seminar, summer and Christmas party and our own fitness room and parking.

If you want to pursue a career in a leading cyber security firm with international clients in defence and security sector, then apply with a motivated application + CV to Kasper Gubi Petersen, CSO, kgp@arbitcds.com, +45 4178 3021.

#Fulltime #Hvidovre #Denmark #Travel #CrossDomain #Antimalware #Crypto #Defenceindustry #Job