



Defence Account Manager

We are seeking a candidate to accommodate international clients with CLASSIFIED networks with highly specialized Cyber Security Cross Domains solutions.

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 technology, we enable clients to operate classified, segmented networks across domain.

For more than two decades, demand for our solutions has grown organically based on our domain expertise, industry insight, and trusted certifications. As demand continues to increase, we are now expanding our sales team.

Who you are and what you'll do: For us the key to success is to engage, build and maintain good relationships with our customers and partners. You'll have a head start if you possess all or some of the following:

- You have experience with sales and government organizations.
- You are professional and straightforward communicator.
- You have documented results and are a skilled negotiator.
- You have some technical understanding of IT networks or are eager to learn.
- You are ambitious and self-driven.
- You write and speak fluent English. It's a plus if you also speak other main European languages.

Military Background: We are looking for a candidate with operational or military experience, including

- Experience from deployed Army or NATO Force Structure (e.g. CIS, C2, INTEL)
- Knowledge of cross-domain information exchange and classified environments (UNCLASS → SECRET)
- Understanding of MDO, FMN and the complexity of multinational/NATO setups

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



- You will act as point of contact and advice accounts and partners.
- Prepare and follow up on quotes and new leads.
- Participate in demos and drive customer cases to align customer needs with Arbit products.
- Work closely with the sales team to drive and maintain sales pipeline.
- Participate in expos and conferences including NATO Edge, CWIX, NATO C2COE and Bold Quest

It is a requirement that you are eligible for security clearance to HEMMELIGT (SECRET), if you do not already hold such clearance

You will receive peer-to-peer training in Arbit's product, 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 competence in our work. We have great respect for one another and strive to maintain an inclusive and diverse work environment characterized by an informal and straightforward tone with room for humor. We offer a flexible workplace with supportive colleagues.

Please send motivated application + CV to Kasper Gubi Petersen, CCO, kgp@arbitcds.com, +45 4178 3021.