

Regional Industry Sales Leader - Public Security & Law Enforcement (EMEA Emerging & Asia Pacific)

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Company: SAS

Location: Sydney

Category: other-general

Regional Industry Sales Leader - Public Security & Law Enforcement (EMEA Emerging & Asia Pacific)

Job Locations AU-Sydney | AU-Melbourne | AU-Canberra | SG-Singapore Requisition ID 20058227 Job Category Sales/Pre-Sales Travel Requirements 50%

We're the leader in analytics. Through our software and services, we inspire customers around the world to transform data into intelligence – and then to operationalize that intelligence.

We're also a debt-free multi-billion-dollar organization on our path to IPO-readiness. If you're looking for a dynamic, fulfilling career coupled with flexibility and world-class employee experience, you'll find it here.

About the job

The successful candidate will represent SAS's interest and will be responsible for localizing the strategic direction, activate net new customer acquisition. The candidate is responsible towards driving synergy between various internal teams and activities to achieve revenue generation plan. operation including growing and achieving both top and bottom-line revenue targets through the development and implementation of sound dynamic business strategies.

Team:

Will oversee the Public Security & Law Enforcement vertical sales and industry expert team across EMEA Emerging & Asia Pacific.

As a Regional Industry Sales Leader - Public Security & Law Enforcement, you will:

Achieve Business Targets

Identify key areas of growth opportunities, develop and execute plans in accordance with agreed financial and business targets.

Capable of identifying key accounts, potential clients/alliances, developing sales and business strategies, creating, and closing deals to maximize revenue target and profitability.

Take a strong lead and hand-on approach in business development and sales; determine optimal utilization of staff and resources; improve the goals and accountabilities of sales team; effectively lead sales team to grow the business and reach revenue targets.

Develop the Public Security & Law Enforcement Market

Enhance brand awareness in across the region; review the market and develop insightful strategies in response to emerging trends.

Help transfer sales strategy from software tool focus to solution and value focus, from on-prem to the Cloud; develop business partnerships with company clients and gain and maintain trusted advisor status with them.

Analyse the regional and industry market to determine the most productive sales strategies to increase, capture market share, and expand market awareness and market preference for focused products and technology.

Penetrate market with new products by understanding SAS product portfolio and localised requirements to drive the required configurations for solving strategic customer problems.

Nurture and strengthen relationships with current business partners and distributors, while proactively establishing and building new ones.

The Person:

Senior IT executive, with at least 5 years in a leadership role, most probably from Software or Consulting industries with demonstrable track record of success in growing and developing a business across a region.

Desired background and experience in enterprise sales, Business Consulting, Business Intelligence and Analytics, SaaS or other infrastructure software areas.

A very solid relationship and network in the C-Level community in Public Security & Law Enforcement with a strong reputation of conducting business ethically.

Well respected and recognized leader with strong credibility in Public Security & Law Enforcement market knowledge and experience in dealing with customers, distributors, partners, government officials/regulators.

Successful track record of meeting or exceeding revenue plans and achieving margin plans targets and in managing a sales team.

The Attributes:

Result-Oriented – with a strong drive to improve business results, an ability to make decisions, and a desire to execute flawlessly. High energy is critical with a willingness to “roll up the sleeves” and get the job done.

Business Acumen – including an understanding of business strategies, competitive challenges and the financial impact of business decisions. Strategic thinking and decision-making skills, strong analytical and problem-solving skills, and a customer-focused mind-set are essential.

Proven Industry knowledge – with demonstrated success in leading successful sales initiatives in the Public Security & Law Enforcement industry.

Building Partnership – Identifying opportunities and taking action to build strategic relationships. Ensure that the organization understands and is responsive to the needs of the business.

Excellent written and oral communication skills.

Proven leadership and motivation skills to drive a winning sales team.

Excellent interpersonal and influencing skills in a fast, ethical, and result-oriented environment.

You're curious, passionate, authentic and accountable. These are our and influence everything we do.

Diverse and Inclusive

At SAS, it's not about fitting into our culture – it's about adding to it. We believe our people make the difference. Our diverse workforce brings together unique talents and inspires teams to create amazing software that reflects the diversity of our users and customers. Our commitment to diversity is a priority to our leadership, all the way up to the top; and it's essential to who we are. To put it plainly: you are welcome here.

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