

# Holm Marcher & Co.

## Sales Director for Keepit

Keepit is looking for an experienced and high-performing Sales Director and sales responsible with strong leadership skills, who will be responsible for the company's sales activities and Sales team in order to internalize sales processes and to reach highest possible sales performance on all markets. You will also be a part of the management group, along with the CEO, Head of Development & Operations, Head of Product and Support, as well as the Head of Marketing.

### About Keepit

Established in 2007, Keepit is a Danish SaaS company, headquartered in Copenhagen, and is today an industry leader in cloud-to-cloud backup, empowering enterprises to extend data protection's best practices to the cloud. The company platform secures, organizes and shares data across many devices and services with the purpose of protecting their clients' cloud data and leave them free to leverage new cloud technologies without fear of data loss – born with indexing and search to ensure a complete view of data.

With the rapid adoption of new cloud services, Keepit has delivered on its promise to secure the digital company - not only focusing on the physical endpoints but also new cloud-based endpoints. Their flagship service is the security of Microsoft Office 365; offering a secondary copy and version of all data in Office 365 - not just e-mails, calendar and contacts, but also complete coverage of Sharepoint data and OneDrive. Whether data is stored in the cloud or on-premise, Keepit protects it and provides the instant access to restoring individual items, such as emails, documents, files and folders, in any version. Thereto, due to their revolutionary proprietary storage algorithm, Keepit offers any length of retention of data across the entire company.

### The position

As Sales Director for Keepit, you will play a significant part in developing key growth sales strategies, tactics and action plans, and subsequently execute these strategies to achieve successfully financial targets. With excellent leadership skills, you will be in charge of a high-performance SaaS Sales team of 20+ employees, which you, with power and empathy, will develop and mentoring into a strong salesforce. Thereto, you will daily manage and strategize the Sales team's activities, pipelines, forecasts and sales cycles to ensure that deals enter the pipeline and close at the optimal rate.

With a deep understanding of customer needs and wants, and by keeping up with new market trends and tools, you will be in charge of exceeding annual targets within assigned territory and accounts as well as building and maintaining strong, long-lasting relationships to achieve sales targets and expand Keepit's B2B customer base. Hence, you will be at the front line of lead generation and assess current lead funnel definition and create data-driven, actionable plans to advance sophistication through better understanding of buying cycle stages and nurturing campaign goals. You will design and drive comprehensive demand generation strategies and integrate and leverage tactics and tools such as Salesforce, Leadfeeder, e-mail and digital media. Moreover, by analysing short- and long-term forecasting, implementing revenue management strategies to maximize demand generators and monitoring competitors for shift in demand, rate and strategy, you will establish and drive Keepit's sales activities and initiatives to promote market presence, ensure positive sales growth, and generate new revenue.

The Sales Director will be in charge of the entire sales cycle from exploratory calls, conduct screen share to in-person demos of Keepit's SaaS solution, thus act as a strong force in negotiating prices, managing pipelines and forecasting correctly on a monthly and quarterly basis. Accordingly, you will work proactively to reach key decision makers in order to endorse and sell Keepit's vision, platform and software solutions by maintaining an efficient pipeline in Salesforce to achieve and consistently exceed monthly sales goals. Furthermore, as Sales Director you will be part of the management group, which consists of the CEO, the Head of Development & Operations, Head of Product and Support,

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as well as the Head of Marketing, when that role is established.

### **Your profile**

The ideal candidate holds a degree within the field Sales, E-commerce, Business Development or similar and has minimum five years of experience within B2B and enterprise software sales with an emphasis on SaaS sales – both inside and outside sales, including lead generation and outbound prospecting. Additionally, you come with experience in promoting market presence, ensuring positive sales growth and generating new revenue. Hence, you possess strong skills in implementing revenue management strategies, analysing forecasting and strategizing sales cycles.

As Keepit is a fast-growing company, you have a talent for multitasking and hold the ability to set and manage expectations in a fast-paced environment. With a 'can-do' attitude and a strong drive, you easily manage complex tasks, strive for always performing your very best, and with proven closing abilities, you never stop before the finish line – even though the road is full of tricky forecasting and intricate sales cycles. You hold strong analytical skills with the ability to think and execute both strategically and systematic, have an eye for detail and a deep focus on quality output necessary as well as natural flair for identifying and solving problems.

Personally, you are a result-oriented frontrunner with strong interpersonal skills with a desire to innovate, develop and transform sales tactics and strategies along with solid negotiating competencies. At the same time, you possess empathic capabilities and know that the best results often arise from an openminded teamwork. Thereto, you come with demonstrated ability to develop and lead a high-performing sales team and are able to foster and drive a team culture defined by positivity, collaboration and performance. With excellent English communication skills, oral as well as written, you clearly state your vision, ideas and findings, striving for including and engaging both your team and other stakeholders on your way towards victory. By keeping up with latest trends, tools and developments, you possess the ability to stay ahead of competition and facilitate growth for both your team and company.

Lastly, you have the passion and desire to join a rapidly growing SaaS company and help shape and scale the sales organization and performance and nurture the revenue, and you hold the power to lead and expand a growing team both in terms of increasement of staff and performance.

The position includes an attractive pay package.

### **Interested?**

If you would like to know more about the job please contact Klaus Markholt-Hansen via e-mail; [kmh@holmmarcher.dk](mailto:kmh@holmmarcher.dk).