

# Poland Jobs Expertini®

## Senior Sales Manager EMEA

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Company: cellebrite

Location: Poland

Category: other-general

### About The Position

#### About Cellebrite:

Cellebrite (Nasdaq: CLBT) is dedicated to empowering organizations worldwide to protect and save lives, expedite justice, and uphold privacy within communities. As a global leader in Digital Intelligence solutions for both public and private sectors, Cellebrite revolutionizes the handling of legally sanctioned digital investigations, simplifying intelligence processes.

Trusted by numerous leading agencies and companies globally, Cellebrite's Digital Intelligence platform and solutions redefine the collection, review, analysis, and management of investigative digital data in legally sanctioned investigations.

#### About the role:

Cellebrite is seeking an experienced sales professional to sell Digital Intelligence products and solutions to various customers, including investigative and Law Enforcement Agencies. This position reports to the Senior Sales Director/VP and collaborates with Pre-sales, Customer Deployment, Customer Success, and Business Development. Candidates should have a minimum of five years of on-quota sales experience, with the majority of that time selling to the Government side. The successful candidate will develop new prospects and interact with new and existing customers to increase sales of Cellebrite's products and solutions. Develop account plans that define sales strategy to position Cellebrite to meet sales objectives year over year.

**\*Location can be either Poland or Czech Republic!\***

**Please apply with an ENGLISH version of your resume**

**Objectives:**

Increase new business, while maintaining recurring business at high performance.

Drive business objectives and sales growth, new account acquisition, and continued account penetration, while maintaining customer satisfaction on a long-term basis.

Demonstrate advanced knowledge of, and management of, procurement and contracting processes.

Develop and nurture existing and new accounts to maintain strong relationships and have a good understanding of their current and future business needs and directions.

Meet or exceed sales order booking objectives, build and maintain a pipeline of business opportunities.

**Responsibilities & Scope of Role:**

Present at multi-levels including end users and executive management to develop opportunities and engage in face-to-face meetings with key prospects, customers, and partners.

Maintain detailed knowledge of Cellebrite software and hardware products, training offerings, competitive products, and customer vertical industry, and have an in-depth understanding of customer goals. Ability to help customers make future solutions decisions based on product roadmaps.

Submit accurate and detailed sales forecasts.

Engage with sales operations, pre-sales, marketing, and senior management as appropriate.

Develop and maintain detailed account plans for customers, recommending new products and services to ensure customer satisfaction.

Exemplify professionalism at all times, and work to become a trusted advisor to customers and partners.

**Requirements:**

Experience as a Sales Manager for a minimum of 5 years.

Experience working for or with Investigative Units in Law Enforcement agencies – a strong advantage.

Proven track record in exceeding sales objectives.

Experience in account management, deep knowledge of the customer, their business, and priorities across the organizations at multiple points.

Demonstrated ability to communicate effectively, orally and in writing, with all levels of the organization and with external contacts. Ability to create and deliver powerful and effective presentations.

Experience in developing business with Law Enforcement/Governmental agencies – an advantage.

Experience working for a global vendor - an advantage.

The position requires 50% of travel.

Fluent in English. Polish/Dutch/Czech and/or other languages – an advantage.

### **Personal Characteristics**

Exhibits appropriate professional behavior including leadership, sense of urgency, independent judgment, teamwork, ability to get along with others, creative thinking, and personal integrity to contribute to a cohesive, productive regional team dedicated to the achievement of corporate goals.

Proactive, self-driven and hungry for success.

A very strong results & goal orientated person.

Coachable, flexible and quick and intelligent learner.

Executive-level negotiating skills.

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