

# Regional Key Account Manager

## Job description

Is your career stuck on the enterprise ladder? Would you like to work freely, building your own business with cybersecurity professionals? With few regulations, flexible work conditions and no salary cap?

Yellow Cube is looking for both junior and senior key account managers who can enable rapid regional expansion of the value-added cybersecurity distributor. Ideal key account managers work independently, regularly meet with their partners and are able to recruit and enable new resellers and integrators with natural sales skills and clear understanding of the Yellow Cube cybersecurity portfolio.

Yellow Cube is the sole regional distributor of the Airbus Group's cybersecurity products under the Stormshield brand, innovative game-changing cybersecurity solutions like Vectra Networks, secure enterprise wi-fi Mojo Networks, datacenter networking vendor A10 Networks or insider threat vendors like Wallix, Teramind, STEALTHbits, Varonis among others.

## Requirements

- Ability to work independently, free from time schedules and focusing on business needs
- Entrepreneurial spirit to build an own business on Yellow Cube's solid foundations
- Ability to continuously improve work processes with own ideas
- Fluent English, native language in [Czech, Slovak, Hungarian, Ukrainian, Russian, Romanian, Croatian, Serbian or Slovenian]
- Ability to work from home and travel for 1-3 days per week
- Drive own or company pool car
- Ability to cooperate with an English, international team
- Great negotiator and open communicational skills
- At least 2 years of sales or marketing experience
- Basic understanding of computer networks
- Doesn't shy away from cold calls, formal receptions or late-night parties



## Advantages

- Knowledge of different areas of cybersecurity or networking
- IT sales or marketing experience
- CRM and sales pipeline management experience
- Experience with holding sales trainings, presentations, webinars
- Experience with localization, translation or formal business writing
- Independent / self-employed contractor status
- Knowledge of additional regional languages

## Duties

- Management of the local reseller network, regular daily work with 30-60 partners
- Activation of passive reseller partners
- Introduction of new vendors into the covered region with business plans
- Organization of sales-oriented trainings to develop resellers' salesforce
- Organization of local marketing events and workshops
- Registration of deals, orders and renewals, connecting resellers with sales administration
- Recruitment of new reseller partners
- Representation of Yellow Cube at tradeshows, conferences and governmental receptions

## Background and support

- Yellow Cube provides a unique cybersecurity portfolio and sole, exclusive distribution rights, with no conflicts and a clear vision for the future of independent, European cybersecurity
- Yellow Cube provides large regional references of integrators, telcos and global companies
- Yellow Cube provides back-end sales and technical support
- Yellow Cube provides reseller training and enablement campaigns
- Yellow Cube provides marketing budgets and tradeshow, conference participation
- Yellow Cube provides required work-equipment such as phone, laptop, pool car, etc.

## Remuneration

- Remuneration consists of base salary and commission
- No cap on commission
- Flexible taxation with international contracts

## To apply

Please get in touch with us at [career@yellowcube.eu](mailto:career@yellowcube.eu) with a CV and a short side letter about why you believe you want to work for Yellow Cube.