

Growth Manager

Full time employee

Place: Leuven, Belgium

Sweepatic is an exciting young cybersecurity company, rapidly growing from start-up to scale-up. Our Sweepatic Platform delivers attack surface management to our customers and partners, proactively protecting them from cyber attackers. Our customers are large organizations with complex attack surfaces, high reputation and valuable brands to protect. As a company we value the ideas and contributions of every team member in building and selling our innovative product.

*Your role as Growth Manager is to ensure Sweepatic's **commercial success** and **growth**. We measure this by achievement of sales targets, introduction of new customers, and quality of customer relationships. You will report to the CEO.*

Your responsibilities

*As a Growth Manager, you will be responsible for sales and involved in the chain from **contact-to-contract** as follows:*

- *Marketing:*
 - *Contributing to the commercial plan for your "territory"*
 - *Assisting with identifying, evaluating and coordinating partnerships and alliances*
 - *Contributing to the organization, preparation and realization of commercial actions and marcom (e.g. blogposts, brochures, website, presentations and (online) events)*
 - *Capturing customer success stories*
- *Sales:*
 - *Following up with existing prospects and bringing in new customers*
 - *Developing and maintaining relationships with existing and new customers*
 - *Managing the sales process, like developing account plans, generating leads, qualifying opportunities (BANT), preparing quotes and order forms, following up with the customer, closing sales and completing administration, ensuring renewals*
 - *Managing the sales funnel, including the CRM*
 - *Gathering, storing and distributing market/customer/competitor intelligence internally*
 - *Giving input to establish the budget and targets*
- *Product:*
 - *Working closely with Product Management to prioritize feature and support requests and drive successful product adoption across our growing customers base*
- *Delivery:*
 - *Following up on customer onboarding, contract initiation and renewal*
 - *Following up on and collecting invoices*
 - *Following up on customer satisfaction and success*
- *Reporting:*
 - *Reporting on sales pipeline, commercial and marcom activities, sales results*



Key competences

- *Ability to sell enterprise software solution to large enterprises*
- *5 years or more experience in selling Enterprise Cybersecurity solutions, preferably Subscription or SaaS Solutions*
- *Proven track record in sales order intake*
- *Ability to build out new accounts and sales from the ground up*
- *Seasoned commercial judgement and broad network at CIO/CISO level*
- *Strong negotiation and closing skills*

Soft skills

- *Tenacious and results driven*
- *Disciplined and independent, able to prioritize and self-manage time and tasks*
- *Strong relationship building, interpersonal and verbal/written communication skills*
- *Flexible, willing to learn and grow with the company*
- *Teammaker*

What you can expect from Sweepatic

- *Experienced and friendly colleagues*
- *A beautiful working spot in a green environment in Leuven (Belgium)*
- *A salary and benefits competitive in the market*
- *Eligible to the stock option plan*
- *Opportunity to grow in a cybersecurity start-up with international ambition*
- *A lot of autonomy and a flexible way of working*

How to apply

Send your application to careers@sweepatic.com , we'd love to chat.

Our mission

To strengthen the cybersecurity resilience of our customers by building and providing a state-of-the-art reconnaissance platform for managing attack surfaces.

To build a vibrant and market leading company, able to attract, develop and retain great professionals.

More information on our website, www.sweepatic.com