

Dencrypt A/S
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12. OKTOBER 2017

Key Account Manager, encryption products

Place and type of work: Hvidovre, full time
Area of work: Sales and marketing, IT, software, encryption

About the job

The two main areas of responsibility are:

- 1) to build and manage an international network of sales agents to support Dencrypts' growing international business activities
- 2) to support direct sales activities

Continuous and close contact with the agents must be maintained to ensure sales plans and activities are always running professionally. Among Dencrypts present customers are NATO and the Danish Defence and the strategic focus is on security aware organisations, primarily within government and defence, in Denmark and abroad.

It is expected that you have solid experience in sales, marketing and management of sales agents, also internationally, and that you like to travel and build personal relationships at meetings, conferences and fairs. The estimated yearly number of travel days is expected to be around 50.

It is a requirement that you can get a SECRET security clearance from the Danish Defence Intelligence Service. If you are unsure of this requirement, do not hesitate to contact us.

About you

Your formal training may be academic, commercial or military - preferably including sales of technical and/or info-security solutions and products.

Being ambitious, you want to influence how your work is organised as well as the company itself. You work thoroughly, have an eye for details and keep deadlines. As the organisation is distributed on two locations, you must have talent for engaging people collaborating from afar.

About Dencrypt A/S

Dencrypt is a Danish company, established in 2013, developing and selling encryption solutions primarily for government, defence and other security aware organisations, also internationally. Dencrypts' products are based on the principle of Dynamic Encryptions, invented and patented at the Technical University of Denmark, by professor Lars Ramkilde Knudsen.

Please send a short written application and CV to: david.simonsen@dencrypt.dk.
Job interviews will be held as relevant applications are received.

For further information, do not hesitate to contact CEO David Simonsen: +45 31216152
