

Fraud & Anti Money Laundering Lead

JOB DESCRIPTION

Fighting fraud is crucial to the public interest and our confidence in financial institutions. SAS Institute is looking for a Fraud and Anti Money Laundering (AML) Lead to assume responsibility for the solutions revenue target in the Nordic region. Here is an opportunity for you to help employ advanced technology and solve real and complex issues with significant implications for taxpayers as well as companies.

As Fraud and AML Lead you will be responsible for identifying key value propositions, aligning and prioritizing target segments in line with sales management and the North EMEA Fraud & AML management as well as overseeing and directly engaging Nordic targets. You will coordinate your Nordic fraud colleagues in order to provide presales support and advisory services to SAS customers and be measured on your ability to create new software revenue as well as higher customer satisfaction. Furthermore, you will develop and execute an annual Nordic business plan in order to prioritize value propositions and resources and ensure that the region maximizes the revenue potential within the domain area.

Your primary tasks and areas of responsibility:

- Provide overall leadership on the prioritized fraud value propositions and business development projects
- Coordinate with other business units & geographies to share best practices and sales methodologies
- Ensure alignment with and adherence to industry sales plans and strategies
- Assist and identify key accounts to determine strategies that maximize revenue
- Lead key fraud deliverables throughout customer engagements (e.g. solution/domain enablement, discovery, value quantification, best practices) in support of pre- and post sales activities
- Develop industry/domain specific sales strategy that establishes SAS as a trusted fraud partner

- Prepare and deliver presentations and demonstrations that articulate the solution capabilities
- Determine best utilization of staff and resources to achieve sales goals
- Be involved in the hiring and development of pre-sales professionals with the necessary skills to drive the fraud business forward
- Work with sales management to fully qualify and manage the delivery of pre-sales proof of concept/value engagements
- Follow news/trends of SAS market to execute relevant campaigns and sales initiatives
- Ensure pre-sales team participation in activities that provide a strong transition to post-sales process and customer adoption.

REQUIRED SKILLS AND EXPERIENCE

The ideal candidate has strong sales skills, domain expertise and network with an excellent understanding of fraud technology landscape, emerging trends and security intelligence. You have significant exposure to one or more of the relevant vertical domains: banking, insurance or public sector.

Furthermore, you have:

- Established network with clients, partners, and vendors within the Nordic fraud, financial crime and/or security intelligence landscape
- Public speaking experience
- The ability to develop clear business direction and to identify emerging opportunity areas
- The ability to lead and motivate a regional team, and develop creative solutions to complex problems
- The ability to travel
- Knowledge of sales methodologies and practices.

COMPANY DESCRIPTION

SAS Institute is the world's leader in analytics software, delivering the break-through technology companies need to transform the way they do business. Through innovative analytics, business intelligence and data management software and services, SAS helps customers at more than 83,000 sites make better decisions faster. Read more about SAS Institute here: <https://www.sas.com>.

ADDITIONAL INFORMATION

Reporting to: North EMEA Fraud Director
Languages: English
Compensation package: Attractive compensation package according to qualifications
Starting date: As soon as possible
Location: Copenhagen or Stockholm

APPLICATION

GlobeSearch is responsible for the recruitment process on behalf of SAS Institute. If you wish to apply for this position, please submit your CV to Isja Maria Cooper on imc@globesearch.dk.