

Nordic Risk Lead

JOB DESCRIPTION

Do you want to help navigate risk in a more complicated world than ever? SAS Institute is looking for a Nordic Risk Lead to assume responsibility for their solutions revenue target in the Nordics.

In an increasingly complex regulatory environment, risk management is a strategic concern that goes to the core and license to operate in many sectors. As Nordic Risk Lead you will oversee and directly engage in the demand generation and execution towards the Nordic risk sales targets, be responsible for new software revenue target in the Nordics (Denmark, Sweden, Norway, Finland) and work as an integral part of the North EMEA Risk Solution Team (UK, Ireland, France, Benelux, Germany, Austria, Switzerland, Russia). You will be the Nordic domain leader, who can drive the business forward

Your duties will include delivering global key value propositions like IFRS9, regulatory reporting, stress testing, SII, IFRS17 and others, and also identifying regional and local key value propositions that aligning with the target segments of the region. You will coordinate your Nordic risk 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.

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. Furthermore, you will provide leadership on the prioritized risk value propositions and business development projects and coordinate with other business units and geographies to share best practices and sales methodologies.

Your primary tasks and areas of responsibility:

- Ensure alignment with and adherence to industry sales plans and strategies
- Assist and identify key accounts to determine strategies that maximize revenue

- Lead key risk 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 risk partner
- Prepare and deliver presentations and demonstrations that articulate the solution capabilities
- Determine best utilization of staff and resources to achieve sales goals
- 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 risk technology landscape, emerging trends within risky intelligence. You have a 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 risk 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

As the leader in business analytics software and services, SAS transforms your data into insights that give you a fresh perspective on your 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 Risk 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.