

## Regional Sales Director, CSE - North Europe

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Company: Motorola Solutions

Location: Denmark

Category: other-general

### Job Description

**Reporting to the Senior Sales Director - North Europe the Regional Sales Director, CSE will be a dynamic individual who is knowledgeable and passionate about security solutions and is highly customer-focused and efficient.**

**This role will be responsible for leading the regional sales team covering North Europe and will be responsible, but not limited to the following:**

Lead a team in pursuing, acquiring and growing end user sales, building relationships with end users and driving business through multiple lines of solution sales.

Coach and manage team members, setting clear quarterly and annual business goals, utilizing Salesforce and other business tools to manage and track progress of team members goals.

Manage pipelines to ensure business opportunity creation and proper management with assigned direct reports.

Design, build and execute a comprehensive business practice for CSEs in the territory.

Coach and guide the team in developing relationships within potential enterprise end users to generate growth and opportunity for Motorola Solutions.

Manage quota targets of assigned Channel Sales Executive and other key personnel assigned by leadership and establish quarterly and annual sales objectives in coordination with upper leadership.

Work towards achieving monthly, quarterly, and yearly goals assigned to territory and direct reports.

Create a positive work environment and utilize team-building skills with direct reports.

Create and execute yearly business plans for assigned territory in coordination with upper leadership.

Work with leadership to present ideas and solutions for current market challenges, new growth strategies, new customer programs, employee incentive programs, compensation programs, and others.

Oversee and manage the sale of the company's products and services within the specified territory.

Attend trade shows and professionally participate in booth duty within the MSI VS&A Avigilon Alta and Unity booth at various marketing events.

Feedback end user customer requirements to engineering and operations departments to help implement product improvements and new product releases.

### **Qualifications**

Frequent travel will be required. Ability to travel up to 70% of the time within territory. Travel, throughout the Territory, may be expected as business needs arise.

Business may allocate such additional or other duties of work as informed to the Regional Sales Director from time to time as necessary to meet the needs of the business of Avigilon.

Candidates must reside within territory preference North Europe.

### **Basic Requirements**

Bachelor's Degree with 6+ years of video sales experience or 10+ years of video sales experience

### **Travel Requirements**

Over 50%

### Relocation Provided

None

### Position Type

Experienced

### Referral Payment Plan

No

### Company

Motorola Solutions Danmark A/S

### EEO Statement

Motorola Solutions is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion or belief, sex, sexual orientation, gender identity, national origin, disability, veteran status or any other legally-protected characteristic.

We are proud of our people-first and community-focused culture, empowering every Motorolan to be their most authentic self and to do their best work to deliver on the promise of a safer world. If you'd like to join our team but feel that you don't quite meet all of the preferred skills, we'd still love to hear why you think you'd be a great addition to our team.

We're committed to providing an inclusive and accessible recruiting experience for candidates with disabilities, or other physical or mental health conditions. To request an accommodation, please email <.

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