

## **JOB DESCRIPTION**

**Job Title:** Group Business Development Director  
**Department:** Group Vendor Management  
**Reporting to:** Head of Group Vendor Management  
**Location:** Flexible

## **COMPANY BACKGROUND**

Infinigate Group ([www.infinigate.com](http://www.infinigate.com)) is a leading specialized value-added distributor ("VAD") of enterprise cybersecurity solutions to small and medium-sized enterprises (SMEs) across EMEA. Headquartered in Rotkreuz, Switzerland, the company offers state-of-the-art cyber security solutions from over 150 vendors through its EMEA network of more than 20,000 partners (resellers, system integrators) to secure and protect data, servers, networks, and the cloud. It is the market leader in the DACH region (Europe's largest cybersecurity market), MEA region, and in the Nordics, and provides services including pre- and post-sale technical support, education, training, and marketing to resellers, together with sales and marketing services to vendors.

Today the Infinigate Group has about 1,200 employees and operations in 40+ countries including Germany, Austria, Switzerland, United Kingdom, France, Netherlands, Belgium, Sweden, Norway, Denmark, Finland, Spain, Eastern Europe, UAE, and Saudi Arabia. It covers over 80% of the EMEA Cyber Security market potential establishing itself as a leading EMEA Value Added Distributor for Cyber Security.

Infinigate has recently completed the acquisitions of the Cyber Security and Secure Networking business of Nuvias ([www.nuvias.com](http://www.nuvias.com)), the Cyber Security VAD leader in the MEA region Starlink ([www.starlinkme.net](http://www.starlinkme.net)) as well as the Cloud Service Provider Vuzion ([www.vuzion.cloud](http://www.vuzion.cloud)) to boost its digital business model transformation. The integration of these four highly successful businesses across EMEA is currently ongoing and will further establish Infinigate Group's leading position and bring the group up to a revenue level of €2.2bn in the fiscal year ending in March 2023.

## **ROLE SUMMARY**

The Group Business Development Director will be a key driver in the expansion agenda within our Vendor portfolio. They will be responsible for fostering key relationships between the Executives and the Key Stakeholders and for developing strategic plans at a group level and cascading these strategic initiatives into local tactical plans, identifying opportunities and risks, creating growth opportunities and competitive advantages. The role will require the post holder to foster strong relationships within the local country organisations.

## **ROLE RESPONSIBILITIES**

The main areas of responsibility for the Group Business Development Director are:

- Be the first point of contact, organization and escalation point in the Infinigate Group for the vendor at Group level when discussing front office upside opportunities, risks, operational changes, escalations affecting countries
- Be the lead coach to secure front office execution and operational excellence with this vendor and creating expansion opportunities, support onboarding of new Infinigate countries (best practice), become an extended member of the local team
- Assist in preparations and participate in QBR's and business planning meetings with focus on front office growth alignment and execution, and addressing operational challenges/improvements, become an extended member of the local team
- Organize partnering of front and back-office stakeholders on inventory planning and process improvements at group level
- Organize front office virtual teaming on vendor sharing insights, best practices, fast and coordinated responses to opportunities and risks at group level

## **• QUALIFICATIONS/EXPERIENCE**

- Minimum 10 years experience in a business development leadership role within IT Security distribution
- Strong Relationships with at least 3 of the following vendors:
  - Fortinet
  - Sophos
  - WatchGuard
  - Barracuda
  - Riverbed
  - Juniper
  - Extreme
  - Sonicwall
  - Rapid7
  - CheckPoint
- Ability to lead and achieve results independently and through global teams
- Regional/Global exposure in a business development capacity
- Strong sales mentality with a margin driven mindset
- Good interpersonal skills with an ability to negotiate internally and externally
- You are a strategic thinker & problem solver with the ability to be hands-on
- Top level of presentability, authority and communication representing the firm at the highest level internationally