



## Job description: Business Development Expert

Cryptomathic is looking for a dynamic, motivated and experienced business developer focusing on selling crypto key management solutions in EMEA – an established market with significant growth opportunities.

### Overview

Cryptomathic is a leading e-security company with a stellar reputation, targeting a niche market, providing reliable innovative solutions to clients in finance, government and technology manufacturing. The focus of the job is on two Cryptomathic products, primarily CKMS (Crypto Key Management System) and secondly CSG (Crypto Service Gateway).

Candidates applying for the role should possess the following qualities:

- **Outgoing** – you are able to reach out to people through different channels (phone, email, social media, face to face meetings, conferences etc.) and you are ready to continuously take initiatives and chase new potential opportunities.
- **Strong communication skills** – you are able to summarise a complex situation in a few sentences and you possess good team working skills.
- **Goal oriented** – you are proactive, enjoy taking initiatives and have the ability to maintain a dialogue with prospective customers and partners throughout the sales process.
- **IT enthusiast** – you enjoy working in high-tech with innovative and elaborate IT solutions, and can be a knowledge source for clients and colleagues alike.
- **Agile and result driven** – you can navigate quickly in a complex sales process to define the best sales strategy, involve the right partner and define a commercial model leading to deal closure.
- **Business oriented** – The concepts of business development, sales, go-to-market strategy, pipeline management, commercial negotiation, marketing, software licensing, IP protection, product management, IT innovation ... appeal to you.

### Requirements

- Well motivated self-starter comfortable with generating and handling sales leads with an ambitious business development and sales strategy.
- Comfortable with cryptographic principles – previous experience with HSMS (ideally), PKI or other crypto-centric products
- Working from the Cambridge office when not travelling (expected travel within EMEA, mainly Europe multiple times per month).

### What we offer in turn

You will be based in our office on the Cambridge Science Park and will be part of a dynamic and competent team working in a relaxed, friendly and spacious environment (the office includes a small gym, table tennis and ample space – all employees have their own individual office). The Cambridge team is part of Cryptomathic's EMEA business, forming the company's business backbone and the office also house some corporate functions, namely legal counsel, director of product management and corporate marketing. Reporting to the EVP EMEA, you will be coached by and sparring with your co-workers in Denmark, Germany and the UK to



ensure a steep learning curve and smooth cooperation with pre-sales, marketing and product management.

We offer an attractive salary (based on experience and seniority) for this position with an enticing commission in an easy-going yet result-driven atmosphere. The successful candidate will be offered exciting career progression opportunities in short and long terms. Interested? – Please send your application and CV to [mol@cryptomathic.com](mailto:mol@cryptomathic.com)

Note to recruitment agents: You are welcome to send a CV without the name of the candidate but please do not approach us for any other purpose. We do not accept calls from recruitment agents.