



Sales Manager Cybersecurity

Sales Manager – Benelux Region

Location: Ghent (Hybrid – part remote)

Contract Type: Permanent

Industry: Cybersecurity / Identity & Access Management

ABC Recruitment is currently hiring a **sales Manager** for one of our innovative clients in the cybersecurity domain. This is an exciting opportunity for a commercially driven professional who's eager to grow a high-impact sales pipeline in the Benelux market.

Your Role

As Sales Manager, you will lead business development efforts across Belgium, the Netherlands, and Luxembourg. By combining strategic thinking with a hands-on approach, you'll connect with key players in the IT and security space and guide them through high-value solution sales.

Key Responsibilities

- Collaborate with the Sales Director to refine and execute the commercial strategy
- Identify qualified leads and build strong, trust-based relationships with prospects
- Conduct persuasive demos and presentations to showcase solution benefits
- Engage with C-level executives, IT teams, procurement managers, and partners
- Coordinate internal resources and external partners to support deal progression
- Negotiate contracts aligned with business goals and customer expectations
- Track sales activity and keep stakeholders informed through clear reporting
- Stay current on cybersecurity trends and developments to inform your sales approach



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Who We're Looking For

- Bachelor's degree in business, Marketing, Engineering, or similar
- 3 to 8 years of experience in sales, in cybersecurity or IT
- Familiarity with Identity & Access Management (IAM/CIAM) is a big plus
- Confident communicator, comfortable engaging technical and non-technical audiences
- Calm and focused under pressure, with sharp commercial instincts
- Fluent in Dutch and English; knowledge of French is a bonus
- Willing to travel across the Benelux region as required

What's Offered

- Attractive salary package with performance incentives Fix between 4k and 5.5k depending on experience + Bonus and Extra-legal advances.
- Flexibility to work from home a few days a week
- A forward-thinking, high-growth sector with real impact
- Opportunities for personal development and career progression

Ready to take the next step?

Send your CV to **info@abc-recruitment.be** and join a company that's helping shape the future of digital identity in Europe.