



International Project and Key Account Manager

Securitas

Securitas serves a wide range of customers in a variety of industries and customer segments. Our protective services, developed together with our customers, are designed to incorporate a high degree of technology content. While manned guarding still represents the cornerstone of Securitas, we continuously work to develop our offering. This enables us to meet customer specific demands at a competitive price.

We employ close to 330,000 people in 53 countries. In 2015, total sales amounted to MSEK 80,860 and operating income to MSEK 4,089. Securitas operates in North America, Europe, Latin America, Africa, the Middle East and Asia.

Prepared for the future

In our Vision 2020, we are the leading international security company specializing in protective services based on people, technology and knowledge. To achieve our vision we will continue focusing on:

- Combining guarding services with electronic security
- Actively pursuing organic sales growth in security solutions and technology
- Acquisition opportunities within electronic security
- Expanding our mobile patrol and response network and density
- Fire and safety and corporate risk management

PROTECTAS SA belongs to the Swedish SECURITAS AB, the knowledge leader in security. Everywhere, our 330,000 employees are making a difference.

Quick Facts

Location: Global position based in Geneva Switzerland

Employment type: Full time

Starting date: Q4 2016

Application deadline: 15.09.2016

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Everyday heroes. Every day.®

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Remote Video Solutions

Remote Video Solution (RVS) has since the last 4 years been a focus area in Europe combining guarding services with remote services from our alarm monitoring centers (now called Securitas Operating Centers). The RVS solution has been developed to be the foundation for a common European platform. The solution is based on true remote services, based on standardized technologies and is fully managed by Securitas. Recent years success in selling this services, combined with a higher maturity of interest in outsourcing the security solutions by our customer made Securitas win some larger customer contract that now need to be rolled-out not only in Europe but also in our other regions

To support ongoing business activities and future sales needs Securitas is now looking for an internationally experienced program manager and key account manager with strong international sales capabilities to further develop our capabilities in selling and deploying large cross border contracts.

Overall job description

The candidate we are looking for should be used to work internationally, have a good understanding of deploying large projects/programs and have a willingness and interest in also performing sales oriented tasks. For this reason we stress that the candidate should fulfill a combination of two major skill sets

- Program/project manager for a large global account. This include planning and deployment of the RVS solution in Europe, AMEA and North America for the next years to come.
- International sales/Key Account management connected to the RVS solution including sales management and account management for larger cross border customers.

We initially see that the job is focused on program/project management of rolling-out one larger customer - but will contain elements of key account management and sales in the regions and countries.

Project Manager/Program Manager Job brief

Our aim is to look for an experienced Project Manager who will take on the management of key client projects with the goal of delivering every project on time, within budget and within scope.

Responsibilities:

- Coordinate internal resources and third parties/vendors for the flawless execution of projects
- Ensure that all projects are delivered on-time, within scope and within budget
- Assist in the definition of project scope and objectives, involving all relevant stakeholders and ensuring technical feasibility
- Ensure resource availability and allocation
- Develop a detailed project plan to monitor and track progress
- Manage changes to the project scope, project schedule, and project costs using appropriate verification techniques
- Successfully manage the relationship with the client and all stakeholders
- Perform risk management to minimize project risks
- Establish and maintain relationships with third parties/vendors
- Create and maintain comprehensive project documentation.

Requirements:

- Very good educational background, preferably in the fields of computer science or engineering
- Proven working experience in project management in the security and information technology sector
- Solid technical background and hand-on experiences

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- Excellent client-facing and internal communication skills
- Excellent written and verbal communication skills
- Solid organizational skills including attention to detail and multi-tasking skills.

Key Account Manager Job brief

In our view set the Key Account Manager is responsible for managing key accounts, maintaining a long term relationship with accounts and maximizing sales opportunities within them.

Responsibilities:

- Playing an integral role in new business pitches and hold responsibility for the effective on-boarding of new clients
- Responsible for the development and achievement of sales through the direct sales channel
- Focusing on growing and developing existing clients, together with generating new business
- Write business plans for all current and opportunity tender business
- You will act as the key interface between the customer and all relevant divisions.

Requirements:

- Previous experience in Account Management or Territory Sales and display an attitude that is key to success
- Strong account management and relationship building skills
- Experience of managing major national accounts at head office level
- Highly self-motivated.

Specific technology and security experiences

The role is directed towards security solutions - but as the today technology solutions are more and more retiled and integrated to IT and communications we are seeking a person with a wide range of capabilities examples include

- Security and risk management
- Experience from Retail and Industry business segment
- Camera technologies
- Video Management Solutions
- Network , IP and Cloud
- Intrusion solution
- Access control systems.

Other information

As the initial assignment will be initiated in Geneva, Switzerland we expect the candidate to be able to relocate to Geneva. In addition

- Fluent Business English
- French language capabilities is a major plus
- Ability to travel in Europe, AMEA and other regions
- 100 days of travel is expected
- International business experience.

Organizational belonging

The role will be employed by the European Center of Excellence located in Malmö, Sweden. Initially the daily operation will be governed by the Executive Key Account and CTO in Switzerland.