



CROWDSTRIKE

OPPORTUNITY
STARTS HERE

WELCOME & INTRODUCTION

Thanks for stopping by to consider CrowdStrike as a potential next step in your sales career. I hope that in years to come you look back at this moment and remember it fondly. The moment you decided that you want to be part of our journey - joining a company that is on the path to fundamentally change the security industry to its core.

It's an exciting time to join our sales team in the Nordics. An opportunity to 'get in early' and have a real impact on creating market domination. We're looking for Territory Sales Manager's with an entrepreneurial spirit. Diverse individuals that are enthusiastic about the prospect of operating in a startup environment, backed by an industry leading platform and brand.

Momentum is really building across the Nordics. We have onboarded an impressive list of enterprise customers, whilst seeing substantial growth in the channel through a range of local and global partners. We are looking for talented sales professionals to help us build on that momentum. Hunters. Relationship builders. Planners. Educators. This is your chance to really thrive in a role with an account list that's tailored to your bespoke skillset, coupled with world class inside sales and marketing support.

I look forward to meeting you in the interview process and hearing more about your experience to date.

Edward Wasilchin

EDWARD WASILCHIN
REGIONAL DIRECTOR



OUR MISSION

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**We don't have a mission
statement, we're on a mission...
to stop breaches.**



OUR CULTURE



Our Values

Our culture is built on the principles of autonomy, flexibility and trust, fostering a diverse, inclusive and supportive work environment that enables our people to push the boundaries of what's possible.



Our Mission

Our mission is to stop breaches and our purpose is a promise: to provide safety and security to some of the world's largest, most influential companies and, by extension, the billions of people around the world who use their services.



Our Vision

The world is our office. As a purpose-built remote-first company, we believe cultivating a connected culture for every employee, no matter where they are in the world, is a key ingredient in building a high-performing, diverse company.



Our Future

Innovation is at the heart of our organization. We draw on the collective experience and deep cultural diversity of our workforce to refine our business model - and upend it completely, if need be.



REASONS TO JOIN CROWDSTRIKE



Unique Opportunity

CrowdStrike isn't just the next step in your career - it's a quantum leap forward.



Fearless Growth

At CrowdStrike, the success of our people is the success of our company.



Enduring Impact

Hackers don't stop - and neither do we. Digital security is our mission and our legacy.



Remote First

Our globally distributed workforce enables better performance, stronger results and a thriving culture.



PERKS & BENEFITS



**Competitive Employee
Stock Purchase Plan**



**Comprehensive Health
Benefits**



**Pension
Plan**



**Parental & Fertility
Assistance**



**Remote-Friendly Work
Culture**



**Health & Wellness
Programs**



**Professional
Development**



**Executive Coaching &
Mentorship**



A SALES CAREER YOU'LL BE PROUD OF

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Joining CrowdStrike is by far the best career decision I've made. I am genuinely excited to go to work each day knowing that I am helping clients stop breaches with a best-in-breed technology backed by a team of smart, inspiring individuals.

KATHERINE K.
CORPORATE ACCOUNT EXECUTIVE



Territory Sales Manager - Nordics | 06

OUR STORY

2012



LAUNCHED **THREAT INTELLIGENCE** MODULE

2013



LISTED ON MIT TECH REVIEW **50 DISRUPTIVE COMPANIES**

LAUNCHED **THREAT HUNTING** MODULE

LAUNCHED **EDR CAPABILITIES** AS A SINGLE SOLUTION

2015



NAMED FORBES **MOST PROMISING COMPANIES**

NAMED **TECHNOLOGY PIONEER** BY WORLD ECONOMIC FORUM

2016



OPENED **EMEA & APAC** HEADQUARTERS

NAMED TO THE **2016 INC. 500 | 5000 LIST**

DELOITTE **TECHNOLOGY FAST 500**

2017



NAMED TO CNBC **DISRUPTOR 50** & THE FORBES **2017 CLOUD 100** LISTS

LAUNCHED **MALWARE SEARCH** MODULE

FORTUNE **BEST PLACE TO WORK** IN TECHNOLOGY

2018



VISIONARY IN GARTNER MAGIC QUADRANT FOR ENDPOINT PROTECTION PLATFORMS

LEADER IN FORRESTER WAVE FOR ENDPOINT DETECTION AND RESPONSE

RANKED **#6** IN FORBES SEPTEMBER 2018 CLOUD 100 LIST

2019



LAUNCHED THE **CROWDSTRIKE STORE**

CROWDSTRIKE BECOMES A PUBLICLY **TRADED COMPANY** ("CRWD")

LAUNCHED **CROWDScore**

LEADER IN THE GARTNER MAGIC QUADRANT FOR ENDPOINT PROTECTION PLATFORMS

2020



WON SC MAGAZINE **2020 BEST SECURITY COMPANY** AWARD

RECOGNIZED AS A **2020 BEST WORKPLACE IN TECHNOLOGY** BY FORTUNE MAGAZINE

LEADER IN THE FORRESTER WAVE FOR ENTERPRISE DETECTION AND RESPONSE

GLOBALLY RECOGNISED



HIGHLY RATED



Named a Leader

2021 Gartner Magic Quadrant
for Endpoint Protection
Platforms.



Named a Leader

2021 IDC Marketscape:
US Detection & Response
Services.



Named a Leader

2021 Forrester Wave for
Endpoint Security Software As
A Service.



CrowdStrike “on trajectory to become the first vendor to exceed \$1 billion in annual revenue in the corporate endpoint security market.”

MICHAEL SUBY

RESEARCH VP, SECURITY & TRUST - IDC



INCLUSION & BELONGING

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It's a privilege to lead DE&I transformation efforts for CrowdStrike. It's been refreshing to see leadership approach this work with a commitment to listening and learning to become a stronger, more diverse and inclusive organization where our people feel a sense of belonging.

EMILY V.

SENIOR DIRECTOR, DIVERSITY, EQUITY & INCLUSION



Territory Sales Manager - Nordics | 10

THE STORY SO FAR IN THE NORDICS

Now is the time for the next phase on the CrowdStrike quest to stop breaches globally. We are looking to further our expansion in Europe by more than doubling our 600 Crowdstrickers across the region. The Nordics is key strategic market in Europe, and as such we will more than triple the size of local organization over the next year to establish a dominant position within three years.

So far, the successful journey in the Nordics have been opportunistic. But taking the next step will require a structured and considered approach culminating in an organization stacked full of ambitious, hungry, and team-oriented individuals. A core team that can establish the pillars of the unique culture that has become the CrowdStrike hallmark. Creating the foundation for a future generation of Crowdstrickers in the region.



2020

February - launch of the Nordics region



100%

Retention rate in sales team to date



225%

Projected growth FY21 to FY22



30+

Enterprise customers onboarded to date



50+

Corporate customers onboarded to date



THE ROLE

Territory Sales Manager - Nordics (Remote)

Key Accountabilities:

- Work closely with internal resources and individually to build a successful pipeline to meet and exceed your individual sales quota
- Identify new business opportunities whilst establishing, developing and maintaining relationships up to executive-levels within your assigned portfolio
- Network within the client's business and influence key decision makers, typically at C-level
- Act as CrowdStrike ambassador within specific client accounts
- Articulate and promote the company's value proposition and services to become a trusted advisor within your customer base
- Identify new business opportunities and prepare detailed account development plans, engagement strategies and targets for each account within your assigned portfolio
- Working in collaboration with internal teams and to lead a virtual team to drive and close opportunities
- Take control of opportunities and accurately forecast their business objectives and outcomes.

Experience Skills & Qualifications:

- Proven successful track record in a similar role selling high technology products to the mid-market
- Ability to network multiple levels within an account up to C-Level
- Strong security technology knowledge
- Excellent verbal, written and presentation skills
- Ability to create and deliver value propositions
- Ability to identify and influence key decision makers
- Ability to succeed in a quota driven sales environment
- Sales track record in the IT security industry preferred
- Capable of closing solutions and services opportunities in the range of £150k – £1m
- Familiar with formal sales training methodologies (e.g. MEDDIC, Miller-Hieman, TAS)
- Strong business acumen and professionalism. Leadership, accountability qualities required
- Salesforce.com experience preferable.



The background features a large, stylized falcon in flight, rendered in red and white. The falcon is positioned diagonally, with its head pointing towards the bottom right. The background is dark with various digital and technological motifs, including glowing red lines, dots, and a circuit-like pattern on the left side. The overall aesthetic is high-tech and dynamic.

BETTER TECH BIGGER MISSION BOLDER TEAM



CROWDSTRIKE