



Cybersecurity Sales Specialist

Permanent - Full Time

Location: Bury St Edmunds, Suffolk

Salary: Very competitive salary and commission dependent on experience

The mission...

We are seeking an experienced cybersecurity sales specialist for our newly formed Labsec division. Labsec is a cybersecurity reseller of best of breed products and services enabling us to protect our customers business from security threats. Having demonstrable experience of successfully selling cybersecurity the ideal candidate will understand customers security and IT challenges and be able to propose solutions to help them achieve their goals. As a cybersecurity start-up we are looking for someone who is highly motivated, ambitious, enthusiastic, and very much a self-starter who can hit the ground running with excellent communication skills, and the natural ability to build long lasting profitable client relationships.

What you'll do...

You will work within a dynamic sales team with full support of our highly trained and accredited technical team. You will be expected to find new cybersecurity business by developing your own leads and opportunities to successfully build a solid sales pipeline to achieve your financial targets. You will visit customers on-site as well as hosting calls and presentations online.

Day-to-day duties typically include:

- Professionally promote the Labsec cybersecurity solutions
- Researching target organisations and decision makers
- Book and attend meetings with prospective clients (both online and in person)
- Prepare powerpoint presentations or sales materials as required
- Prepare sales quotes and proposals liaising with our technical team and our vendors
- Successfully build and then manage your pipeline accurately to achieve financial targets
- Build professional client and vendor relationships
- Keep up to date on the fast-moving Cybersecurity market place to continually improve your knowledge through ongoing training and personal development
- Attend conferences and events to build the Green Duck/Labsec brand



What you'll bring...

- 3-4 years demonstrable cybersecurity sales experience to SMB/Enterprise businesses
- Excellent communication skills – both verbal and written
- Motivation – being a self-starter requiring minimal supervision
- Strong organisational skills and attention to detail
- Excellent business development skills and strong pipeline management
- A task orientation with the ability to see things through to a successful conclusion
- A solution focus with a 'can do' attitude
- Curiosity – You'll have an enquiring and inquisitive mind
- Ambition – You'll want to develop and enhance your career

What it's like to work at Green Duck...

We are a team of like-minded dynamic people who love working in this exciting fast paced industry. We work our socks off to ensure we are delivering first-class cybersecurity solutions to our customers, but we also have lots of fun along the way and consider ourselves a friendly bunch.

We'll provide you with a challenging, energetic, and rewarding environment to work in where we will nurture and support you throughout your career journey with us.

Package/benefits:

Very competitive salary and commission dependent on experience. 30 days holiday plus bank holidays and your birthday off, company contributed pension and regular social events.

If this sounds like the role and company you are looking for please forward your CV to recruitment@greenduck.co.uk

