



Business Development Director - Cybersecurity

Permanent - Full Time

Location: Bury St Edmunds, Suffolk

Salary: Very competitive salary and commission dependent on experience

The Opportunity....

We are looking for an experienced Business Development Director to join our Cybersecurity start up division Labsec. At Labsec we are very fortunate to have the best of both worlds - All the benefits of a start-up – ability to be agile, a dynamic and small team, rapid growth opportunities, hands on, being part of the “decision making” team, helping to shape our direction. Plus, if successful, quick career progression. All while having the stability, reassurance and backing of an established mature IT services organisation. With enviable accreditations and authorised partners of some marketing leading security vendors including Sophos, Tenable, Microsoft and Veeam, we are successfully protecting our customers from security threats. The Business Development Director is a crucial role for our growth and success. If you are highly motivated to make a difference quickly and be driven to see things grow and want to be part of a small dynamic successful team then read on to find out more.

Our mission...

We are seeking an experienced Business Development Director for our newly formed Labsec division. As part of the Labsec team you 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 team with full support of our highly trained and accredited technical team. You will be expected to follow up on marketing qualified leads and 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
- Following up on marketing generated qualified sales leads
- Researching target organisations and decision makers
- Book and attend meetings with prospective clients (both online and in person)
- Prepare 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 marketplace 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 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 quickly 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 attractive and 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

