



Sales positions – service lines/horizontals

Titles are indicative and will be aligned with the experience of candidates

Cybersecurity, cloud and infrastructure services

Position	Summary	Location	Apply or refer
Client partner – Cybersecurity services	This is for the cybersecurity division of a \$100+ million technology services firm. The cybersecurity business is \$40+ million and growing well – with very good presence in the financial services sector. Working for the head of sales, the role will pursue business in identified existing customers. This is a pure farming role and the key measure of success will be client growth and cross sell. The hiring firm offers the full range of cyber services – Identity/access management, cybersecurity risk advisory, security verification, security engineering, managed detection and response and cloud security. Required experience Demonstrated success selling cybersecurity solutions from IDM through managed security – and growing clients by selling a range of cyber offerings. Does not have to be a subject matter expert but should have an understanding of key offerings in cybersecurity. Demonstrated an ability to win business for a small company (sub \$200 million) when competing against leading brands of the IT services industry. Having sold cybersecurity solutions to the financial services sector will be a big plus. KRA's will be order booking and revenue growth.	Metro New York or US North East	To check fitment Click here