CYBER BUSINESS DEVELOPMENT EXECUTIVE - UK

CyBourn is a Managed Detection and Response (MDR) organization with a unique approach towards servicing clients. Our Security Operations Center (SOC) combines advanced monitoring services and threat detection capabilities with best-in-class business risk assessment to provide the optimal incident response approach for every client. We integrate threat intelligence, event monitoring, security analytics and incident response, while catalyzing machine learning and automation orchestration to detect targeted cyberattacks.

Application Process:
Please send cover letter and CV to talent@CyBourn.com

Role Overview:
Are you an Information Security Sales Hunter? Are you driven to achieve targets and high levels of client satisfaction and retention? Do you relish working in a fast-paced, high growth environment?

Do you want to keep the accounts you grow and nurture? Do you want a transparent commission plan that's easy to understand? Do you want to be part of a CREST accredited company? Whether you're just starting your career or are a seasoned professional, we want to talk to you!

We are seeking several Business Development Executives to join a dynamic, market-challenging company based in London. The company has doubled in size year on year and has an aggressive recruitment strategy for 2022. We are now looking for experienced BDEs to join the company to drive new accounts, qualified pipeline and sales contracts.

CyBourn is growing fast and due to the nature of the industry, the role provides a number of career paths either to specialize in a key vertical or to rise to team management.

Roles & Responsibilities
- Generate and qualify sales leads and opportunities.
- Security Services including XDR, SOC as a Service, SIEM, Managed Security Services
- Develop a strong sales pipeline and client database within agreed criteria
- Identify client need and create intelligent account plans that are appropriate, pragmatic and mindful of client's risk, and capability to deliver or consume support
- Create compelling sales proposals
- Present appropriate and profitable solutions to clients and successfully manage sales
- opportunities through the sales processes
- Achieve sales, profit and performance targets
- Maintain consistent and accurate records within our CRM system
- Develop and maintain excellent prospect and client relationships and ensure the highest level of customer partnering and satisfaction are achieved
- Source and develop client referrals
- Participate in sales and marketing events
- At all times represent the company as an excellent ambassador

Requirements

A passion for security! You are excited with how the sector is growing and all the products on the market today to help clients of all sizes.

Self-motivation! You're not going to be told what to do all the time. You are capable of figuring out what is of benefit to your role. We will give you the tools to succeed, but it is up to you to apply them. Every no you get is closer to a yes!

This role would be almost fully remote with trips into the London office, when required.