

## Cyber Security Account Executive

CyberLab are currently looking to recruit a Cyber Security Account Executive to join their expanding Cyber Team.

This role requires a driven and passionate individual, with previous experience within a sales position.

### The Role:

- Assist with lead generation for larger opportunities within the team
- Supporting opportunity generation within the SMB market
- Utilise and grow the MSP programme.
- Active shadowing and support of experienced Account Managers/Directors to develop skills and build knowledge
- Building and nurturing great customer relationships with existing and potential customers
- Driving sales opportunities
- Working closely with our wider team of Consultants and Technical Specialists to further expand are client's portfolio and develop new relationships
- Working alongside our Key Vendors to strengthen the solution offering plans, expand knowledge and also to bring in Net New customers to Chess
- Collate accurate customer information on our internal systems – Ensuring that reporting and general housekeeping is always up to date
- Keep up to date with current trends in the marketplace
- Keeping up with our Vendors accreditations to ensure compliance
- Manage own workload to deliver against daily/monthly/quarterly KPIs and metrics.
- Understanding the full range of the Cyber portfolio and constantly developing your own knowledge

## The Candidate:

- Experience of working in a sales role
- Good understanding of industry, product and solutions knowledge within the CyberLab portfolio
- Excellent and engaging communication skills
- First class interpersonal and influencing skills
- Ability to work towards targets and KPIs
- Ability to work as part of a team to contribute towards sales targets
- Ambitious and driven with sales orientated career goals

## Why join CyberLab?

Diversity, equality, and inclusion is at the heart of our culture and we are passionate about our One Team spirit.

Our continued focus on growth creates opportunity for everyone to progress their career, to develop knowledge and skills, to gain reward and recognition and to maximise their potential. The growth and success of our people ensures the growth and success of our business.

**Salary details:** Competitive basic salary, dependant on experience.

**OTE:** Up to £35,000 base salary, plus commission

## Benefits include:

- Health care support – UK Healthcare, flu jabs, onsite health screens
- Enhanced Pay: Maternity, Paternity, Adoption Leave and Shared Parental Leave
- Access to employee benefits, rewards, and recognition platform, Perkbox. This gives you access to hundreds of 'Perks' with great discounts. Whether it be days out, your weekly food shop, a clothes shopping spree on the high street and many more.
- Hybrid working support – Allowance towards a home desk and chair

- Loyalty point scheme – allowing you to use your points to increase your benefits each year
- Access to our Future Fit benefits package – including Mental, Physical and Financial support
- 25 days paid holiday p.a. plus public holidays.
- Buy & sell Holiday scheme – 2 opportunities per year to buy or sell up to 5 holidays
- Additional holidays: Half Day Fridays and a Wellbeing Day
- £100 per year matched charity donation, plus payroll giving options

**Hours:** A standard week is 37.5 hours Monday to Friday

At CyberLab we offer many flexible working options, and we have both full-time and part-time working hours available. We pride ourselves on being an inclusive employer, so if you want to find out more about our flexible working arrangements this can be discussed with your application.

**Working location:** Hybrid working position

Allowing you to enjoy the flexibility of working from home whilst also having the option to work from one of our many local hubs spread throughout the UK. Ad-hoc travel to offices within the group and other locations may be required on occasion.

## Is CyberLab the place for you?

If you are looking for a career that brings exciting challenges and opportunities, then CyberLab is the place for you.

Please email your CV and covering letter to our Recruitment Department at:

[recruitment@chessict.co.uk](mailto:recruitment@chessict.co.uk).

Upon submission of your completed application, either through direct application or speculative, you hereby agree to the processing of your personal information as per the guidelines set out within our Privacy Policy and to allow for the seamless and secure processing of your information throughout our recruitment and hiring practices.