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.

"a **great** place to work, a **great** place to be a customer"

The Role:

- Responsible for an assigned customer base - Maintaining the customer relationship and driving sales opportunities

- Establishing and delivering a pipeline of opportunities focusing on our new business strategy

- Working closely with our wider team of Consultants and Technical Specialists to further expand are clients portfolio and develop new relationships

- Working closely with our Key Vendors to strengthen the solution offering plans and also to bring in Net New customers to CyberLab

- 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

- Lead tender process, working effectively with associated stakeholders including Bid, Pricing, Service and support teams

- Build relationships with our framework partners to make sure the procurement route for our clients is smooth

- Manage own workload to deliver against daily/monthly/quarterly KPIs and metrics.

- Take control of the order process from start to finish

The Candidate:

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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.

We believe that "if you're not growing, we're not growing".

Salary details: Competitive basic salary, dependent 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

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Find out more at **cyberlab.co.uk**

- 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 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 this is the place for you.

Please email your CV and covering letter to our Recruitment Department at: careers@cyberlab.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.

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Find out more at cyberlab.co.uk