

# Cyber Essentials Sales Consultant

We are looking for an experienced Cyber Essentials Sales Consultant to join our growing cyber security company.

CyberLab is a fast-growing cyber security consultancy business delivering Cyber Security as a Service (CSaaS) to our clients, as well as offering a range of consultancy services such as compliance and accreditation services (Cyber Essentials Plus).

“a great place to work, a great place to be a customer”

## The Role:

Our CSaaS portal delivers an innovative web app for organisations to manage their cyber security posture and understand their cyber risks giving them a competitive advantage. You will have the opportunity to sell a truly unique technology within an unsaturated market and thriving industry.

With a growing client base, we now have a need for a talented individual to join the sales team. This is a remote role working as part of a small team, you will have current experience in sales, in either a direct or channel capacity. Additionally, experience of cyber security would prove useful, but is by no means a prerequisite. This is a great opportunity for someone wanting to further their sales career in a highly visible sales role.

We are looking for an articulate, inquisitive, and determined individual to open doors and to promote us in the market by building strong and lasting relationships with clients and partners.

## The Candidate:

- Find, cultivate, and close deals!
- You will identify new business opportunities via phone-based prospecting, as well as LinkedIn/Email.
- Research strategic accounts and establish relationships with influencers.
- Build rapport, establish service confidence, overcome objections and influence senior decision makers.
- Engage with Cyberlab technical experts to provide prospects with an accurate and compelling story on our products and services strengths and capabilities.
- Provide positive supervision to Cyberlab's Sales Assistant and support their continued motivation as part of the team.
- Collaborate with the wider CyberLab teams to discover and help win cross sales opportunities.
- Accurately forecast monthly and quarterly pipelines and meet/exceed sales targets.

## Desirable Skills

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## Why join CyberLab?

Diversity, equality, and inclusion is at the heart of our CyberLab 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:** Up to £30,000 dependent on experience (plus commission or bonus details where required)

## 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 this is the place for you.

Please email your CV and covering letter to our Recruitment Department at: [careers@cyberlab.co.uk](mailto: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.