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# Cyber Security Business Development Manager (New Business/Growth Lead)

**We are looking for a Cyber Security Business Development Manager to join our cyber security company.**

This is a remote position, and the successful candidate will be home based. However, there will be the option to work flexibly from one of our local hubs. Ad-hoc travel to offices within the group and other locations may be required on occasion.

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

## The Role:

This is a senior, high-impact new business leadership role, accountable for driving sustained revenue growth, market expansion, and new logo acquisition across a complex and highly regulated cybersecurity services portfolio. You will bring a proven ability to generate demand, shape markets, and close strategically significant deals, operating with credibility at C-suite and board level.

You will excel in consultative, multi-stakeholder sales environments, confidently positioning advanced cybersecurity testing and assurance capabilities in commercially compelling, outcome-driven terms. This role demands resilience, pace, and a sharp focus on results, alongside the gravitas to influence senior client decision-makers and internal stakeholders alike.

## Key Responsibilities

- Own and deliver a robust new business growth strategy across UK and international cybersecurity markets
- Personally originate, develop, and close high-value opportunities, with accountability for revenue performance against ambitious targets
- Lead complex, consultative sales engagements from initial qualification through to negotiation and contract execution
- Shape client discovery and commercial positioning, translating technical risk, regulatory pressure, and threat exposure into compelling business cases
- Develop and execute targeted market entry strategies across priority sectors, industries, and geographies
- Build long-term relationships with CISOs, CIOs, risk leaders, compliance executives, and board-level stakeholders
- Maintain rigorous pipeline governance, ensuring high-quality forecasting, deal discipline, and CRM integrity
- Track competitive dynamics, regulatory change, emerging threats, and technology shifts to proactively identify new growth opportunities
- Act as a senior external ambassador for the business at industry events, conferences, and executive forums

- Partner closely with marketing to drive targeted campaigns, thought leadership, and brand presence that directly support revenue growth

## Skills & Experience

- Demonstrable track record of building and converting high-value new business pipelines within cybersecurity services, technical assurance, or adjacent complex B2B professional services
- Strong commercial understanding of cybersecurity regulatory frameworks and standards (including ISO 27001, NIST, OWASP, NCSC, Radio Equipment Directive, Cyber Resilience Act), and the ability to translate regulatory drivers into revenue opportunities
- Proven success closing strategically significant, multi-year contracts in competitive and procurement-led environments
- Ability to rapidly assimilate and credibly position sophisticated technical offerings, including penetration testing, red teaming, cloud security, AI assurance, and IoT/OT assurance
- Executive-level communication, negotiation, and influencing skills, with the confidence to engage CISOs, CIOs, risk leaders, boards, and senior executives
- Experience leading complex, multi-party sales cycles involving legal, procurement, compliance, technical and commercial stakeholders
- Strong financial and commercial acumen, with discipline around pipeline governance, forecasting accuracy, and revenue ownership
- Highly driven, self-starting, and resilient, with a clear bias toward execution and outcomes
- Collaborative approach, with a strong orientation toward cross-selling and enterprise-wide value creation across broader cybersecurity and assurance portfolios

## The Opportunity

As Cybersecurity Business Development Manager, you will take full commercial ownership of new business acquisition across the organisation's cybersecurity testing and assurance portfolio. This is a senior growth role with a clear mandate: expand market share, secure high-value new logos, and drive material revenue growth.

You will operate as a commercial leader within the business, shaping go-to-market strategy, identifying new revenue pools, and leveraging the organisation's scale and global footprint to unlock cross-selling and expansion opportunities across the wider client base.

Working in close partnership with Technical Leaders and Subject Matter Experts, you will lead front-end commercial strategy, ensuring credible solution design while maintaining a relentless focus on value creation, margin, and long-term client relationships.

## 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 ensure the growth and success of our business.

We believe that “if you’re not growing, we’re not growing”.

**Salary details:** Up to £60,000 dependent on experience 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 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.