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# Security Testing Pre-Sales Consultant

We are looking for a Security Testing Pre-Sales Consultant 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:

- Participate in **penetration testing** scoping calls with new and existing customers in the capacity of technical expert on penetration testing.
- Translate customer requirements, objectives and security concerns into technical testing scopes.
- Provide technical input into commercial Bids and Tenders.
- Articulate CyberLab's unique selling points and how our approach differs from our competitors.
- Review customer provided documentation (i.e. HLD/LLDs) and create technical scopes.
- Liaise with internal Subject Matter Experts within our testing team to seek additional expertise and clarify scopes.
- Assist Project Management team with technical queries
- Keep up to date with latest testing and ethical hacking methods
- Make suggestions for service line improvements

## The Candidate:

- Experience of working in a pre-sales **customer/client facing** role
- Experience of working with public sector clients
- Education, NHS, Government **customer/client facing** experience.
- Good understanding of industry, product and solutions knowledge within the CyberLab portfolio
- Excellent and engaging communication skills **at all levels**
- 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

## Skills & Experience

- Minimum of 3 years' experience in either **presales or technical sales roles**.

- Career to date showing progression and success in a **technical** sales role.
- Excellent interpersonal and client management skills.
- Strong written and proposal development skills.
- Focus and time management skills to work remotely without supervision and succeed in a technical presales role

## 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”**.

## 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.