

Sales & Business Development Manager

Protirus is a boutique cybersecurity Consulting company, based in the UK, servicing organisations worldwide. We pride ourselves in the excellence and depth of our services and in our customer focus. Our customers are some of the largest businesses globally and we work tirelessly to make them safer and guide them in the ever-evolving field of cybersecurity, as a trusted partner. Join our dynamic team and help us further expand our trusted security business.

This is a full-time permanent role of 40 hours a week.

Role / Responsibilities:

- Lead and execute on Protirus' sales and business development
- Grow existing and develop new revenue streams for Protirus' services and products, while fostering meaningful partnerships with customers and business partners.
- Identify, win and close new business contracts
- Lead and execute on the entire sales process from research through to negotiations and closure
- Develop business and account plans for defined accounts
- Design, develop, present and implement strategic development strategies and plans
- Develop relationships and conduct analysis in order to find new market opportunities
- Have a deep understanding of Protirus' existing portfolio and identify and message differentiators from competitors
- Suggest measures for improving customer satisfaction and loyalty
- Handle business deals operations and activities
- Monitor and collaborate in the implementation of different contracts
- Build, encourage and maintain long-term relationships with key stakeholders
- Create and present detailed status tracking, forecasting and reporting for internal management.

Requirements:

- A minimum of 2+ years in autonomous client facing sales experience gained within a corporate environment (C-level sales)
- Credible, sophisticated, intelligent, creative and methodical approach to sales
- Excellent communication and presentation skills along with the ability to liaise at senior levels within a wide variety of companies and sectors
- A proven track record of providing actionable solutions
- Excellent organizational and time management skills
- Outstanding communication, interpersonal and leadership skills
- Critical thinker and problem solver