

<b>Job Title</b>	<b>Cyber Security Sales Manager</b>
<b>Department</b>	<b>Cyber Security Dept.</b>
<b>Reports to</b>	<b>Director, Australia.</b>
<b>Location</b>	<b>Central Coast, NSW</b>
<b>Hours of Work</b>	<b>Full Time Monday to Friday 9:00am - 5.30pm</b>
<b>Salary</b>	<b>\$ Competitive based on Experience + benefits</b>

### About Net Consulting

Net Consulting are an IT consultancy specialising in Cyber Security hosted managed services. We have a high performing, engaging workplace culture. We reward our employees for their contribution to our success through attractive benefits such as, competitive salary, private medical insurance, life cover, health and wellbeing initiatives, car parking and excellent office facilities.

### About the role

Developing profitable business opportunities for our Cyber Security consulting services in the large business sector, that include, Risk Assessments, Security Analytics, Advanced Threat Protection, Forensics, Network Architecture Assessment, Penetration Testing, Vulnerability Testing, Performance Testing, IDS/IPS, Assessment of Cyber Security Maturity Levels, SIEM, Cyber Security Exposure Assessment and Security Monitoring.

The sales manager must be target driven and work in an ethical manner when generating new business opportunities. It would be advantageous if the candidate has a technical background or a good appreciation of Cyber Security capabilities at a high level.

### Roles & Responsibilities

- Develop a profitable pipeline of new business opportunities in the large business sector
- Have a good understanding of the Australian Cyber Security market in Large business sector
- Have a good understanding of specific sector procurement frameworks
- Create both direct and indirect business opportunities
- Work closely with the in Country Director and UK based technical team to win and deliver profitable business
- The ability to account manage following a successful sales campaign
- Have a flexible attitude to the role and the ever changing Cyber Security marketplace

### Desirable

- Sales professional qualifications
- Currently selling Cyber Security technology and services into both the Public and Private large business sectors in Australia
- Currently based on the Central Coast, NSW

### Skills and Experience

The candidate must be computer literate with experience in Microsoft office, including excel. The candidate must have an excellent telephone manner and good writing and numeracy skills. The candidate must be able to self-manage and have good time management skills, with the ability to prioritise work for themselves based on quarterly sales targets.

### Targets and Measures

- Delivery of work, meeting deadlines and expectations
- Work to quarterly agreed sales targets
- Measured on pipeline generation and sales execution

### Behaviors

- To display the highest degrees of confidentiality, integrity and honesty
- To comply with and exceed the company values
- To maintain effective working relationships within the Company
- To work flexibly in an ever changing, high pressure environment, managing changing priorities and workloads

### Other

- A full clean Australian driving license is desirable