

## **NEUROSOFT S.A.**

### **Relationship Manager, Cyber Security Solutions & Services**

(RM\_CSS\_0619)

Neurosoft S.A. is a leading software, networking and information security provider in financial, telecommunication, transportation, gaming and government sectors, providing solutions and services aiming to increase operating efficiency and security. Listed in the Italian Stock Exchange since 2009, currently employs 200+ highly skilled professionals with in depth expertise in their field.

We have an open vacancy for a Relationship Manager for Cyber Security Solutions & Services role to join our Commercial team working with Enterprise customers. The role is responsible for evangelizing cyber security solutions in the enterprise market segment, leading sales activities and consulting clients on cybersecurity best practices and strategic plans.

#### **Main Responsibilities**

- Positions company's Cyber Security solutions and services to Enterprise clientele
- Works with Business Development and Customer Experience teams in coordinating sales activities
- Effectively profiles target accounts and builds relationships with C-level executives and decision making managers at targeted clients
- Communicates with cross-functional groups, and builds strategic relationships with client teams
- Prepares and delivers technical presentations to prospective companies to competitively differentiate company's cybersecurity offering
- Manages proof of concepts or pilots from definition to completion
- Responds to requests for information/quotes/proposals
- Ensures client satisfaction and broadening of offerings
- Establishes a professional network of cybersecurity decision makers, influencers, and industry pundits
- Keeps abreast of Cyber Security trends capturing best practices and advices
- Provides market feedback and customer requirements to operations and services teams in order to enrich their offerings

#### **Professional Experience & Qualifications**

- BSc/MSc degree in Information Security field or equivalent industry experience
- 5+ years' experience in Cyber Security field in a consultant, advisor, presales or sales role for complex cyber security solutions in demanding environments
- Strong skills in developing new relationships with customers and the ability to recommend and position technical solutions to solve customer business challenges
- Good knowledge and understanding of information security risks, preventative measures, incident and threat management

- Results-driven attitude, with a successful track record of designing or selling cyber security solutions to enterprise customers
- Ability to communicate and negotiate effectively to business and technical teams to all levels of an organization
- Strong organizational and planning skills with the ability to multitask and take initiative
- Exhibition of critical thinking
- Effective written and verbal communication skills both in Greek and English; competency in technical and business writing
- Ability to work both independently and as a member of a team

### **We Offer**

A competitive compensation package, a stable and enjoyable working environment, excellent opportunities for professional development, working on leading-edge technology and industry trends.