



Technical Pre-Sales Consultant

Location – UK based

**Salary – Competitive salary based
on experience, plus motivational
bonus package**

Full Time – Permanent Role

Passionate About Total Security Management



Technical Pre-Sales Consultant

ZeroDayLab is looking for an experienced Technical Pre-Sales Consultant to assist in the sales process and implementation of solutions for our clients in the UK. If you are technically astute with client facing experience and have a passion for cyber security consulting, we want to speak with you. This exciting new role is pivotal in enabling our sales team and consultants to plan, scope and deliver projects, ensuring our clients get maximum value from our services. You will be the technical professional that ensures our clients get a service that matches their requirements perfectly.

Why ZeroDayLab?

ZeroDayLab is a company that recognises employees as the centre of our success and employs only the best technical experts who have a true passion for cyber security. This passion drives our desire to evolve with emerging cyber threats and enables our technical experts to deliver unparalleled services to our clients. ZeroDayLab works with a plethora of interesting businesses on groundbreaking projects, giving you exposure to diverse industry sectors. If you are looking for a company that will challenge you to innovate and solve problems for clients, then ZeroDayLab will offer you the variety you're looking for.

About you

You will have a sound technical understanding of the ZeroDayLab services and solutions listed below and be able to clearly articulate the benefits and features to our clients:

- Cyber Threat Intelligence
- Penetration Testing
- Governance, Risk and Compliance
- Protective Monitoring and Managed SOC
- Security Awareness Training
- Incident Response & Runbook Training
- Pre-Breach Incident Response Management

Key candidate criteria

- Sound technical understanding of the cyber threat landscape
- Self-motivated, enthusiastic and skilled individual with client facing experience
- Skilled in presenting complex solutions to technical audiences
- Ability to articulate technical solutions to non-technical audiences
- Ability to deliver projects, SOWs and reports on time and in budget
- Quick to learn new technologies
- Willing to travel in the UK



The ideal candidate will possess a good technical understanding of Windows and Linux systems and have proven IT Security experience in a pre-sales or security engineering capacity. Certifications such as CISSP, CISA, CISM are desirable but we also invest in development and training to ensure our employees are technically ahead of the curve.

Roles and responsibilities

- Attend client meetings to fully understand and document the client requirements in our Statement of Works
- Have technical discussions and demonstrate how the services meet the client's needs
- Serve as the technical point of contact for our sales team
- Work with our Partners in scoping and implementing client solutions – such as SOC and Vendor Management
- Support marketing activities, attending trade shows, conferences and other events
- Follow cyber security industry trends through self-study and formal training and share that knowledge with customers and peers
- Deliver IT Security training and education to clients

How to Apply

If you are interested in this exciting new opportunity, please provide your current CV and contact details to Adam Ryan, (Talent Acquisition Manager) at aryan@zerodaylab.com. For further information, please visit www.zerodaylab.com

Successful candidates will be required to undergo background screening and offers of employment will be subject to the results of this screening.

From the EU? No worries about Brexit, your right to work in the UK is secure, click here to learn more <https://www.freemovement.org.uk/how-to-apply-for-settled-status-temporary-status-brexit/>

Benefits

- Competitive salary with annual reviews
- Performance-related bonuses
- Company pension scheme
- Private Medical Insurance
- Company Share Option scheme
- Length of Service is linked with increases in allocated holiday days
- Parking/Season ticket scheme
- Bonuses for employee referrals
- Structured learning and development plans which can include support for professional qualifications
- Entertainment and social activities
- Annual eye tests