

BUSINESS DEVELOPMENT MANAGER

Company Description

Censornet is a multi-award winning provider of autonomous integrated security solutions for businesses. Think of Censornet as another member of your team — one that's faster, smarter, and safer than humanly possible. Our autonomous, integrated cloud security gives mid-market organisations the confidence and control of enterprise-grade cyber protection. We protect millions of users across the globe and more than 1,500 customers from a range of cyber security threats. Our solutions ensure that your cyber defences are constantly active and can react swiftly to any cyber attack, day or night. We offer a comprehensive security solution that covers email, web, and cloud applications, providing automatic protection against all types of cyber threats. Our enterprise-grade solutions are designed to be simple and effective, making cybersecurity accessible to mid-sized businesses without unnecessary complexity or cost.

Role Description

This is a full-time hybrid role for a Business Development Manager. The Business Development Manager will be responsible for developing new business opportunities, building and maintaining client relationships, and driving sales growth. The day-to-day tasks will include prospecting and qualifying leads, conducting sales presentations, negotiating contracts, and collaborating with internal teams and external channel partners.

Experience and Qualifications

- Proven cyber security experience and track record in business development and sales
- 5+ years in Cyber Security sales roles
- Self-motivated and target-driven
- Selling into mid-market sized organisations
- Strong networking and relationship-building skills
- Excellent communication and presentation skills
- Ability to understand and articulate solutions
- Sandler/MEDDIC Sales Methodology or equivalent preferred
- Proficient with Salesforce.com

Benefits

- Competitive package combined with a fixed salary and uncapped commission
- Pension contribution
- Private healthcare
- Share options
- Access to office gym – Basingstoke HQ