

# CCS Media Recruitment: Cyber Solution Sales Specialist

**Hybrid / Customer Site**

## Overview

At CCS Media we are looking for a Cyber Solution Sales Specialist whereby you'll be at the forefront of providing cutting-edge security solutions to a range of clients, helping them safeguard their operations in an increasingly digital world.

**Salary** - Competitive Base Salary + Attractive Comms Structure + Car Allowance + Career Development

**Contract Type** - Permanent

## Key Responsibilities:

- Build and manage strong relationships with new and existing CCS Media clients.
- Understand clients' security challenges and provide tailored solutions
- Drive sales of comprehensive cyber security solutions and products
- Collaborate with cyber industry-leading vendors and our internal technical teams
- Meet and exceed sales targets to grow your portfolio
- Generate sales alongside Account Managers
- Driving sales of Cyber Security solutions across a range of industry sub-sectors
- Lead presentations to clients and prospective clients
- Build relationships with internal and external stakeholders
- Driving security sales through vendor 'hype days' internally

## Key Skills & Experience:

- Proven experience in IT or cyber security sales
- Deep knowledge of cybersecurity products and solutions
- Ability to engage with C-level executives and technical teams
- Excellent communication, negotiation, and relationship-building skills
- A passion for problem-solving and staying ahead in the security space

## Experience with the following;

- Cyber Risk Management
- Threat Intelligence and Incident Response Services
- Security Strategy and Governance
- Security Testing
- SOC - Security Operations Services
- Security Framework - Cyber Essentials, NIST, ISO27001
- Security Architecture

# CCS Media

ccsmedia.com  
01246 200 200

## Why CCS Media:

CCS Media is a Technology and Supplies Reseller with over 41 years of experience delivering first-class IT solutions and services to organisations of every kind across the UK and beyond.

Our network of 11 Offices and 1 Warehouse and Logistics Configuration Centers, secures unrivalled nationwide scale for supply and service, matched with the comfort of local presence. We work with more than 2,000 manufacturer partners and sell more than 1.3 million products as part of the solutions we deliver to our 8,000 customers.

In 2023, we achieved revenues in excess of £283m and in 2021 we are delighted to have been awarded 2 Stars for Best Companies Outstanding to Work For, Technology's 50 Best Companies to Work For, The UK's 100 Best Large Companies to Work For and 5 regional Best Companies awards.

## Hours of Work:

- 9am - 5pm Monday to Friday

**Please email Claire Walker ([claire.walker@ccsmedia.com](mailto:claire.walker@ccsmedia.com)) or Greg Cork ([greg.cork@ccsmedia.com](mailto:greg.cork@ccsmedia.com)) if you are interested in the position or have any questions about the role.**

## Statement:

This job description is issued as a guideline to assist you in your duties, it is not exhaustive, and we would be pleased to discuss any constructive comments you may have. Because of the evolving nature and changing demands of our business this job description may be subject to change. You may, on occasions, be required to undertake additional or other duties within the context of this job description, and according to the needs of the company.

## Benefits:

- Pension Scheme
- Personal Development
- Agile working
- Death in service benefit
- Staff referral scheme
- Your Birthday as Holiday
- Length of Service awards
- Bupa employee assistance program
- Regular Incentives