

Pre-Sales Job Specification

Role: Senior Pre-Sales Consultant

Company: CSA Cyber (part of the FluidOne Group)

Location: UK – Hybrid (client- and event-facing role)

Reporting to: Commercial Director

Background & Business Context

CSA Cyber is a UK-based cyber security consultancy operating across three core pillars:

- **Security Operations Centre (SOC)**
- **Offensive Security**
- **Cyber Security Consultancy**

The business has an ambitious **5-year growth plan to reach £40m turnover**, with a strategic shift towards **higher-margin, recurring revenue**. Central to this strategy is the continued growth and scale of the **SOC and managed services offering**.

To support this growth, CSA Cyber is creating a **senior pre-sales role** to work alongside the sales team, providing deep technical and solution credibility to accelerate SOC deal conversion.

This is a **key hire**, designed to materially impact new logo wins, deal size, and long-term recurring revenue.

Role Overview

The Senior Pre-Sales Consultant will be the **technical authority and solution lead** for SOC opportunities, supporting sales from first engagement through to contract signature.

They will work closely with sales, SOC operations, and leadership to:

- Shape customer requirements into robust SOC solutions
- Ensure proposals are technically sound, commercially viable, and deliverable
- Act as a trusted advisor to senior client stakeholders

While the primary focus is SOC, exposure to **consultancy-led sales** is beneficial, enabling the individual to support wider revenue opportunities where required.

Key Responsibilities

- Support the sales team in **customer meetings**, leading SOC solution discussions
 - Scope and design **SOC / MDR / managed security solutions** aligned to customer needs
 - Lead or contribute to **bids, proposals, RFIs and RFP responses**, with emphasis on managed services
 - Attend and represent CSA Cyber at **industry events, partner sessions, and client briefings**
 - Clearly articulate CSA's SOC value proposition to technical and non-technical audiences
 - Work closely with SOC and operations teams to ensure solutions are **realistic and scalable**
 - Feed market and customer insight back into SOC proposition development
-

Candidate Profile

Essential Experience

- Strong background **working in a SOC environment** or selling **complex SOC/MDR contracts**
- Proven experience in a **pre-sales, solutions engineering, or technical consulting role**
- Solid understanding of SOC operations, detection & response, and managed security services
- Comfortable engaging with **senior stakeholders** (CISO, Head of Security, IT leadership)
- Experienced in supporting full sales cycles, including solution scoping and proposal development

Desirable Experience

- Exposure to **cyber consultancy engagements** (e.g. assessments, advisory, transformation programmes)
 - Experience selling into **regulated or complex environments** (e.g. critical infrastructure, aviation, financial services)
 - Familiarity with modern SOC tooling (SIEM, MDR, cloud-native platforms)
-

Ideal Personal Attributes

- Commercially aware, with a strong focus on customer outcomes
- Confident and credible in front of clients and partners
- Able to bridge the gap between **sales, technology, and delivery**
- Pragmatic, structured, and delivery-focused
- Comfortable operating in a growing, ambitious business

Why This Role is Attractive

- Senior, visible position with direct impact on company growth
 - Central role in scaling a **recurring-revenue SOC proposition**
 - Opportunity to shape how CSA Cyber takes SOC to market
 - Backed by **FluidOne**, providing financial strength and growth momentum
-