



Job Title	Senior Sales Executive
Location	Remote
Salary	£ TBA – Dependant on Experience
Working Hours	37.5 hours per week, Monday – Friday.
Company Overview	<p>CSA Cyber (Cyber Security Associates Ltd) is a UK-based cyber security specialist providing end-to-end managed and professional services to organisations across multiple sectors. Founded in 2013 and now part of the FluidOne Group, CSA Cyber combines deep technical expertise with a consultative, client-focused approach to help businesses detect, protect against, and respond to evolving cyber threats.</p> <p>At the core of CSA Cybers capability is its UK-based 24/7 Security Operations Centre (SOC), delivering Managed Detection & Response (MDR) services that provide continuous monitoring, threat detection, and incident response. This is complemented by a comprehensive portfolio of services including offensive security (penetration testing and red teaming), risk and compliance consultancy, vulnerability management, and strategic advisory services such as vCISO.</p> <p>CSA Cybers team is built on a foundation of highly accredited professionals, including individuals with UK Government and military backgrounds, holding industry-recognised certifications and security clearances. The organisation is a certified provider aligned to leading standards and frameworks, supporting clients in meeting regulatory and compliance requirements.</p>

	<p>Operating globally, CSA Cyber supports a diverse client base ranging from SMEs to multinational enterprises across sectors including aviation, finance, government, and healthcare. The company is recognised for acting as a trusted partner, delivering scalable, enterprise-grade cyber security solutions that integrate seamlessly with client environments and evolve alongside business growth.</p>
<p>Job Description</p>	<p>We are seeking a highly motivated and experienced Senior Sales Executive to join our growing commercial team, focused on driving new business acquisition across CSA Cybers core service portfolio. This role will report directly into the Head of New Business, and is suited to an individual with a proven track record of managing full sales cycles, consistently delivering against targets, and engaging effectively with senior stakeholders, including C-suite decision-makers.</p> <p>Operating within a fast-paced, high-growth cyber security environment, you will take ownership of identifying, developing, and closing new business opportunities, whilst contributing to the wider commercial strategy and revenue growth of the organisation.</p> <p>You will play a pivotal role in building and executing a robust sales pipeline, leading complex sales engagements, and securing new client wins across multiple sectors.</p> <p>The role carries an Annual Gross Profit (AGP) target, with expectations to deliver this through a blended portfolio of services (SOC, Offensive Security & Risk Consultancy), with a strong emphasis on SOC and Recurring Revenue (RR) growth.</p> <hr/> <p>Key Responsibilities:</p> <ul style="list-style-type: none"> • Own and manage the full sales cycle from prospect identification through to contract signature and handover, ensuring a seamless client experience. • Develop and execute strategic sales plans to generate new business opportunities across target industry sectors. • Engage and build relationships with key stakeholders and C-suite executives, positioning CSA Cyber as a trusted cyber security partner. • Generate and convert high-quality pipeline through a mixture of outbound activity, inbound leads, networking, and partner engagement.

	<ul style="list-style-type: none"> • Lead discovery sessions and client engagements, uncovering business challenges and aligning them to CSA Cybers service offerings. • Lead and close complex sales opportunities, including multi-service and multi-year engagements. • Accurately forecast pipeline and revenue, maintaining clear visibility of opportunities to support business planning and reporting. • Maintain high-quality CRM hygiene, ensuring all activities, opportunities, and forecasting data are up to date and accurate. • Collaborate closely with technical, pre-sales, and delivery teams to design and position tailored solutions that meet client requirements. • Lead the development of proposals, commercial models, and client presentations, ensuring a high standard of professionalism and alignment to client needs. • Represent CSA Cyber at industry events, conferences, and networking forums, enhancing brand presence and generating new opportunities. • Stay informed on cyber security trends, regulatory requirements, and market developments, using insight to strengthen client conversations and positioning.
	<p>Additional Information: <i>This job specification does not list all duties and is not limited to the above responsibilities. The successful candidate will be expected to demonstrate initiative, leadership, and a proactive approach to driving revenue growth and contributing to the wider success of the commercial function.</i></p>
<p>Essential</p>	<p>Sales & Commercial</p> <ul style="list-style-type: none"> • Proven track record in new business sales, consistently delivering against revenue and AGP targets. • Demonstrable experience owning and managing the full sales cycle, from prospecting through to close and handover. • Strong experience in pipeline generation, management, and conversion, with a focus on high-value and complex opportunities. • Ability to accurately forecast revenue and pipeline, with a disciplined and data-driven approach to sales management.

	<ul style="list-style-type: none"> • Experience leading and closing complex, multi-stakeholder deals, including multi-year and recurring revenue engagements. • Commercially astute, with the ability to structure deals, negotiate terms, and maximise profitability. <p>Communication & Stakeholder Engagement</p> <ul style="list-style-type: none"> • Excellent verbal and written communication skills, with the ability to present confidently to senior stakeholders and C-suite executives. • Proven ability to build trusted relationships with clients, acting as a strategic advisor rather than a transactional salesperson. • Strong consultative selling skills, with the ability to uncover business challenges and align solutions effectively. • Experience leading client discovery sessions, presentations, and commercial discussions. <p>Personal Traits</p> <ul style="list-style-type: none"> • Highly motivated, proactive, and results-driven, with a strong focus on exceeding targets and driving growth. • Resilient and adaptable, with the ability to navigate complex sales environments and overcome objections. • Strong sense of ownership and accountability for individual and team success. • Professional, credible, and confident in representing the organisation externally. <p>Organisation, CRM & Sales Discipline</p> <ul style="list-style-type: none"> • Strong organisational and time management skills, with the ability to prioritise a dynamic and fast-paced pipeline. • High attention to detail, particularly in forecasting, reporting, and deal progression. • Extensive experience using CRM systems to manage pipeline, activity, and forecasting, maintaining excellent data hygiene. • Structured and methodical approach to sales processes, reporting, and performance tracking.

<p>Desirable</p>	<p>Experience</p> <ul style="list-style-type: none"> • Previous experience in cyber security, IT services, and technology sales. • Experience selling SOC, MDR, and recurring revenue-based services. • Track record of working in a high-growth or scale-up environment. • Experience collaborating with pre-sales, technical, and delivery teams to shape solutions and proposals. <p>Technical & Industry Awareness</p> <ul style="list-style-type: none"> • Good understanding of cyber security principles, services, and market drivers, including Managed Detection and Response, Penetration Testing, and Consultancy. • Awareness of industry frameworks and standards (e.g. ISO 27001, NIST, NIS, CAF). • Ability to articulate technical concepts to non-technical stakeholders in a clear and compelling manner. <p>Additional Attributes</p> <ul style="list-style-type: none"> • Experience using LinkedIn Sales Navigator and advanced prospecting tools. • Evidence of building and leveraging professional networks to generate opportunities. • Experience attending and contributing to industry events, conferences, and lead generation campaigns.
<p>Other Details</p>	<ul style="list-style-type: none"> • Homeworking flexibility, with at least 1 day a week in one of our office locations. • Quarterly commission payments. • 3-month probation period (for external candidates only). • Fantastic company culture including regular team building and social events. • Excellent progression opportunities and training support. • Subsidised health and dental care • Employee Assistance Programme (EAP) • Life assurance (3x salary) • Sodexo discount platform • FluidOne breakfast and refreshments on office days • Pension contribution – 5% company contribution • Generous holiday entitlement

	<ul style="list-style-type: none"> • One day off for birthday • Half price internet connectivity • Ride2Work scheme • Department incentives • Volunteer day scheme
How to Apply	<p>Please send your CV and covering letter to recruitment@fluidone.com with the Job Title as the subject field.</p> <p><i>CSA Cyber and FluidOne is an equal opportunities provider and welcomes applications regardless of sex, marital status, ethnic origin, disability, religion, sexual orientation or age.</i></p>