

Job Description: Senior Cybersecurity Sales Expert

Location: Dubai, UAE

Employment Type: Full-time

Department: Cybersecurity Services – Sales

Role Overview

We are seeking a **Senior Cybersecurity Sales Expert** to drive revenue growth across the **UAE and GCC**. This is a senior, quota-carrying ‘hunter’ role for a high-performing salesperson who can originate opportunities, influence senior stakeholders, and close complex cybersecurity services deals.

The ideal candidate already holds a strong enterprise/government customer database and can convert relationships into a predictable pipeline. You will also be equipped with professional prospecting tools to expand reach and accelerate conversions.

What You Will Sell

- VAPT (Vulnerability Assessment & Penetration Testing)
- Security Assessments
- Cybersecurity Compliance & Governance Services
- AI & LLM Security Testing

Key Responsibilities

- Own the full sales cycle: pipeline creation → discovery → solution mapping → proposal/SOW → negotiation → closure. However, our internal delivery team will be there to assist you.
- Leverage your existing customer database to generate qualified meetings and near-term opportunities.
- Use sales intelligence/prospecting tools provided to expand the pipeline through structured outbound and account-based selling.
- Lead security discovery conversations with stakeholders such as CISO, CIO, Heads of IT, Risk, Compliance, and Internal Audit.
- Manage a disciplined pipeline and forecasting cadence using CRM (activities, stage progression, conversion rates, close dates).
- Close short-cycle VAPT opportunities while building long-cycle enterprise/government deals.
- Maintain strong internal alignment with the delivery teams to ensure scoping accuracy and customer satisfaction.

- Track market/competitor activity and provide feedback to refine packages, positioning, and go-to-market messaging.

Requirements (Must-Have)

- Senior B2B sales experience in **cybersecurity services / IT security consulting** with a proven closing track record.
- Demonstrated ability to sell into enterprise and/or government in the region.
- Existing customer database/relationships that can be activated for opportunity generation.
- Strong consultative selling skills: discovery, value articulation, objection handling, negotiation, and closing.
- Comfort with technical solution selling (VAPT, assessments, compliance, and AI/LLM security concepts).
- CRM discipline with clear reporting, forecasting, and pipeline hygiene.

Preferred (Strong Advantage)

- Network across regulated sectors (government, BFSI, healthcare, critical infrastructure, oil & gas).
- Experience selling AI security offerings (LLM testing/red teaming, AI risk & governance).
- Familiarity with security standards and expectations (e.g., ISO/IEC 27001, NIST, CIS Controls) and audit/compliance stakeholders.

Compensation & Incentives (Highlighted)

- Competitive fixed salary (senior level)
- Promising, aggressive commission structure designed for high performers who can achieve the revenue targets.
- Additional details shared during the interview process