

Cybersecurity Sales Manager

Location: Mumbai_Andheri East

Experience: 8–12 years

Industry: IT System Integration / Cybersecurity Solutions Sales

Employment Type: Full-time

Job Summary:

We are looking for an experienced Cybersecurity Sales Manager to drive revenue growth by selling cybersecurity solutions and services to enterprise. The ideal candidate will have a strong background in B2B sales, account management, and consultative selling, with expertise in cybersecurity domains such as network security, endpoint security, cloud security, threat intelligence, Security Operations Center (SOC) solutions, and compliance frameworks.

Key Responsibilities:

Sales & Business Development

- Identify, engage, and close new business opportunities for cybersecurity products and services.
- Develop and execute strategic sales plans to meet revenue targets.
- Work closely with key stakeholders, including CISOs (chief information security officer), IT heads, and security teams, to position cybersecurity solutions effectively.
- Lead Request for Proposal (RFP)/Request for Quotation (RFQ) responses and proposal development for large cybersecurity deals.

Solution Selling & Technical Engagement

- Understand customer security requirements and propose tailored solutions.
- Work with pre-sales, technical consultants, and security engineers to deliver effective demonstrations and proof-of-concept (POC) engagements.
- Stay updated on threat landscapes, compliance regulations (ISO 27001, National Institute of Standards and Technology (NIST), General Data Protection Regulation (GDPR), etc.), and cybersecurity best practices.

Account Management & Relationship Building

- Manage existing accounts to drive customer retention and expansion.
- Develop strong relationships with cybersecurity vendors, technology partners, and system integrators.
- Ensure high customer satisfaction by coordinating with delivery, support, and managed security services (MSSP) teams.

Market Research & Strategy

- Monitor emerging cybersecurity threats, competitor offerings, and market trends.
- Provide insights and recommendations to improve sales strategies and product positioning.

Reporting & Collaboration

- Maintain accurate sales forecasts, CRM records, and pipeline reports.
- Work closely with marketing teams to develop targeted campaigns and lead generation strategies.

Qualifications & Skills:

- 8–12 years of cybersecurity sales experience in system integration, IT security solutions, or MSSP(Managed security service providers) environments.
- Bachelor's degree in Computer Science, Cybersecurity, Business, or a related field (MBA is a plus).
- Proven track record of selling cybersecurity solutions such as firewalls, Security Information and Event Management (SIEM), Endpoint Detection and Response (EDR), Security Operations Center (SOC) services, identity & access management (IAM), Data Loss Prevention (DLP), and cloud security.
- Strong understanding of cybersecurity frameworks, compliance requirements, and risk management.
- Excellent negotiation, presentation, and communication skills.
- Experience working with cybersecurity vendors such as Palo Alto, Fortinet, Cisco, Check Point, Splunk, Microsoft, CrowdStrike, or similar.
- Proficiency with CRM tools (Salesforce, HubSpot, etc.) and sales methodologies.
- Certifications such as Certified Information Systems Security Professional (CISSP), Certified Information Security Manager (CISM), Certified Ethical Hacker (CEH), or vendor-specific certifications are a plus.
- Experience in selling cybersecurity solutions to large enterprises, financial institutions or similar.
- Understanding of managed security services (MSSP) and SOC operations.