Perch Technologies Private Limited
Kanakia Wall Street, Ground Floor
'B' Wing, DBS Business Centre,
Chakala, Andheri -Kurla Road,
Andheri (E). Mumbai 400093
Website: www.perchtechnologies.com

P E R C H
Simply Seamless

Cybersecurity Sales Manager

Location: Mumbai
Experience: 8–12 years
Industry: IT System Integration / Cybersecurity Solutions Sales
Employment Type: Full-time

Job Summary:

We are seeking an accomplished Cybersecurity Sales Manager to drive revenue growth by selling advanced security solutions, including Zero Trust Network Access (ZTNA), SASE, XDR, and cloud security platforms. The ideal candidate will possess a strong track record in enterprise B2B sales, with the ability to both close strategic deals and establish a cybersecurity practice by defining service offerings, building vendor partnerships, and executing go-to-market strategies.

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.
- Engage with CISOs and IT leaders to align security solutions with their risk posture and compliance needs (NIST, ISO 27001, GDPR).
- 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 current on threat landscapes, Zero Trust frameworks, and emerging technologies (e.g., AI-driven security).

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.

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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.
- Knowledge of MITRE ATT&CK and D3FEND frameworks
- Proficiency in ITDR (Identity Threat Detection & Response) solutions
- Strong understanding of cybersecurity frameworks, compliance requirements, and risk management.
- Knowledge of API security gateways .
- 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.