



Director of Corporate Sales, UK

Job Title: Sales Director, Corporate Sales

Location: Remote, UK

Role: Full Time

Job Description

The Director of Corporate Sales will be responsible for developing and nurturing relationships with both new and existing corporate clients across the EMEA market, to drive new business opportunities and to expand our service offerings.

This role will focus on positioning our full-service portfolio and creating a culture of excellence across the CyXcel and Weightmans business.

The ideal candidate would have a proven track record in corporate sales in the cybersecurity industry, be able to work across virtual teams – influencing and managing key stakeholders – and have a deep understanding of the challenges corporates face in the evolving digital world.

Key Responsibilities

- Client Development – We have hundreds of corporate clients across the UK who have been working with our parent company for years. This role will be tasked with upselling our services into this base.
- New Logo Acquisition – Working with the segment heads, this role will be tasked with identifying new clients to speak with, bringing in the legal or technical SMEs to fully scope out industry-leading solutions.
- Collaboration and Integration – Work closely across both the CyXcel and Weightmans teams, solve problems and look for creative win-win outcomes.
- Build rapport and cultivate strong client relationships based on transparency, open communication, and collaborative problem-solving.



Basic Requirements

- Strong industry knowledge and understanding of the cyber industry, solutions and propositions.
- Career overperformer, with a track record of strong revenue performance against challenging sales targets.
- Team Builder, able to hire, coach and train new joiners as our team grows.
- Role Model – professional, honest, people person – looking to be part of a high-growth firm.