



## Director of Strategic Partnerships – Insurance Carriers and Law Firms (Cybersecurity, Incident Response)

Job Title: Insurance and Legal Sales Director

Location: Remote, US

Role: Full Time

### **Job Description**

The Director of Strategic Partnerships will be responsible for developing and nurturing relationships with insurance carriers and law firms, to drive new business opportunities and to expand our service offerings.

This strategic role will focus on creating mutually beneficial partnerships that enhance our incident response and forensic service offerings.

The ideal candidate will have a proven track record in partnership management within the cybersecurity, insurance or legal fields, with a deep understanding of working within these related industries, and be looking to take a key role in our growth across North America.

### **Key Responsibilities**

- Partner Development – Identify, establish and maintain relationships with key insurance carriers and law firms, with a focus on integrating our services as a preferred provider for cyber incident response and forensic services.
- Strategic Planning – Develop and execute partnership strategies that align with company goals and drive revenue growth through collaboration with insurance and legal partners.
- Collaboration and Integration – Work closely with insurance carriers and law firms to integrate our incident response services into their policy offerings, claim processes, and legal support frameworks.



- Build rapport and cultivate strong client relationships based on transparency, open communication, and collaborative problem-solving.

### **Basic Requirement**

- Strong industry knowledge and understanding of the cyber insurance market.
- Demonstrated success in building and scaling partnerships that generate revenue and create value for both the company and its partners.
- Excellent verbal and written communication skills.
- Ability to analyse market trends, identify opportunities and to develop strategic initiatives.