



JOB ROLE

SALES MANAGER – CYBER SECURITY & MANAGED IT

The Riela family of companies are a privately owned and funded group of companies that provide services across several industries. For further information about the Group, visit www.riela-group.com.

[Riela Cyber](#) and [Riela Tech](#) are looking for an experienced and proven new business salesperson to join their evolving UK team. Our Head Office is in the Isle of Man with the preferred location of the successful candidate being local or in a port connected city to the Island, such as Liverpool. If you are looking for a new opportunity to join an expanding team with proven success, this opportunity is for you.

The Role:

- Target a wide range of businesses from small up to corporate and enterprise companies in the private sector whilst also embracing opportunities in government and public sector across the UK.
- Negotiate with multiple contacts to reach Director or C-suite.
- Achieve and exceed your sales quota.
- Identify prospects and align products to suit their needs.
- Technical knowledge of candidate not essential (but advantageous) as all sales requests can be supported by the team of cyber security and infrastructure engineers.
- Perform sales presentations and demonstrations, as required.

Desired Skills and Experience:

- Proven track record in hardware and/or software sales, ideally security and networking.
- Experience in selling complex solutions
- Familiarity selling to government or public sector
- Success in selling to UK and International markets.
- Challenger mentality.
- Gravitas at Board and C-level.
- Proven hunter.

What the company offers to its hard-working employees:

- Excellent salary and benefits package including contributory pension, bonuses and private health.
- 22 days holiday allowance which increases by one year-on-year up to a maximum of 27 days.
- An extremely pleasant and professional working environment with like-minded professionals.
- Ongoing training and personal development.

We are looking for candidates who are agile, full of ideas and want a challenge.

Keywords; sales, manager, cyber security, managed it