



CRN AWARD WINNING CYBER SECURITY AND DATA CENTRE PROVIDER

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Position: Senior Security Presales Consultant/Team Leader
Team: Cyber and Information Security Team
Location: London or York

The Role

MTI Technology Ltd has an established reputation for innovation and excellence in working with market leading security and cybersecurity technologies over the last decade. On the back of strong and continuing growth, we need a Security Presales Consultant to support our expanding sales team and customer base.

The Senior Presales Consultant provides technical assistance to all members of the Sales Team having particular emphasis upon discussions with customers to identify and qualify their requirements to develop quality, comprehensive and winning scopes of work and proposals with a focus on security products and services.

We will also strongly consider applicants from other security related roles, including but not limited to current or former Penetration Testing Consultants, IT Security Architects, IT & Information Security Analysts/Engineers, and Security Sales Specialists.

Key Areas of Responsibility

- ❑ Helping account managers to interpret customer requirements and write appropriate scopes and proposals relating to Security Advisory, Security Consultancy, Security Technology and Managed Services.
- ❑ To attend and [when needed] lead customer meetings, conference calls and presentations with clients and prospects.
- ❑ To be aware of and provide advice that will promote other Security Consultancy / Managed sServices as is appropriate.
- ❑ To provide information and training on technical and compliance concepts in a digestible manner for members of the Sales Team.
- ❑ To provide advice, guidance, and support to colleagues in the pre-sales team when needed.
- ❑ To liaise with our Service Delivery Team to develop quality and competitive scopes, proposals and supporting documentation in an efficient manner.
- ❑ To actively participate in knowledge sharing with all MTI commercial personnel.



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- ❑ To actively develop and maintain knowledge of all the MTI Security Services.
- ❑ Answering technical and scoping queries from existing and potential clients.
- ❑ Develop skills that contribute to successful performance as a Presales Consultant.
- ❑ Develop and run customer demonstrations for core MTI solutions.
- ❑ Keep Records updated and communicate progress where agreed to stakeholders.

Essential Knowledge / Competence Requirements

- ❑ Experience and knowledge to act as Technical Authority for a wide variety of IT & Information security queries and requests for guidance.
- ❑ Experience and knowledge to develop new/custom solutions and security services.
- ❑ Strong technical and market knowledge of User, Data, Application, Cloud and Network Security Technologies.
- ❑ Technical knowledge of enterprise architectures and the role of security in those environments.
- ❑ Technical ability to assess the effectiveness of security controls for a laptop, server, mobile device, application, or security product.
- ❑ Knowledge of IT & Information Security good practice to be able to offer competent and reliable advice to support and put into context MTI's testing, product, and consultancy services.
- ❑ Knowledge of regulatory, compliance, guidance, and technical standards (incl. ISO27001, GDPR, UK Data Protection Act, NHS DSPT, CIS, SANS, OWASP, NIST, NCSC and PCI DSS).
- ❑ Preferred areas of expertise include one or more of the following:
 - Securing Cloud environments (AWS, Azure, GCP)
 - Data Protection and Encryption Technologies
 - Endpoint and Server protection
 - Next Generation Firewalls
 - Protection of On-Premises IT Estates
 - Penetration Testing
 - Patch Management, OS Hardening and CMDB Tooling
 - Secure Coding Assessment and Remediation Tooling
 - Creating and Implementing Cyber Security Strategies
 - Compliance GAP Analyses and Creating Remediation Programmes



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- ❑ A proven record of delivering comprehensive, winning proposals and full tender responses.
- ❑ Customer facing presentation skills.
- ❑ Excellent MS Office skills to ensure documents are presented well and completed quickly.

Desirable Requirements

- ❑ Operational experience in managing and/or securing corporate IT environments, responding to security incidents, and remediating issues identified in Penetration Tests and Audits.
- ❑ Industry recognised security certifications, e.g. CISSP, CISM, CISA, CREST, CyberScheme, OCP, CEH.
- ❑ Industry recognised networking certifications, e.g. CCNA.
- ❑ Knowledge of any of the following:
 - Penetration Testing and Security Assessments
 - Trend Micro, AlienVault, Palo Alto and CyberArk/Delinea portfolios or their competitors
 - Microsoft Security Solutions
 - Identity and Access Management (IDAM) – Solution Design, Custom Development, Technical Solutions and Managed Services
 - Forensics and Incident Response
- ❑ Worked in IT / Security roles, whether with a reseller, system integrator, vendor, or distribution.
- ❑ Knowledge and experience of ITIL service management and service design.
- ❑ Has a Security based social media presence (blogs, Twitter, LinkedIn, YouTube, etc).
- ❑ Enjoys presenting on webinars and at conferences.
- ❑ Experience setting up and running labs for customer demonstrations.
- ❑ Experience working with marketing, journalists, and social media companies.

Personal Profile

- ❑ A self-assured character, diligent, hard-working with a “will-do” attitude.



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- ❑ Personable and be able to communicate effectively with non-technical and technical individuals.
- ❑ Ability to quickly review, understand and assimilate new/complex subjects (technology, standards, tender requirements).
- ❑ Ability to develop a rapport with customers leading to long term relationships.
- ❑ A commercial awareness combined with strong customer focus & empathy.
- ❑ A desire to succeed and a tenacity to complete responses to time.
- ❑ A team player.
- ❑ Excellent written and in-person communications skills.
- ❑ Proficient presentational skills.
- ❑ Willingness for UK and occasional international travel.
- ❑ Existing UK Government Security Clearance or ability to attain clearance.

Standards for Measuring Success

- ❑ Consistently and successfully completing scopes, proposals, and tender responses in an efficient, accurate and timely manner.
- ❑ Success rate on Quotes, Proposals and Tender Responses.
- ❑ Feedback from customers, sales, and technical teams.
- ❑ Consistently meeting defined personal and company objectives.
- ❑ The maintenance of technical and industry sector knowledge.

Miscellaneous

- ❑ Primary Locations –Triton Street in London or City of York office
- ❑ Clean Driver's license
- ❑ No criminal convictions



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About MTI

MTI Technology are the data centre modernisation and cyber security specialist arm of the Ricoh family. For over 30 years, we've modernised the IT infrastructure and secured the data of leading commercial and public sector organisations across UK, France, and Germany, delivering tailored services and solutions to our customers. Our mission is to empower and deliver the ultimate protection and performance across our customers' infrastructure, simplifying the management and minimising disruption against modern cyber threats.
