

## Cyber Security Trusted Advisor

CSIS is seeking a talented Trusted Advisor to join our Professional Services team, which is part of our Managed Detection & Response (MDR) capability.

You are already an experienced cybersecurity professional in a service delivery capacity, and you have experience of supporting business development/ pre-sales/ sales efforts.

### **Your primary responsibility will be to:**

- Engage customers and partners to capture requirements, propose technical solutions, and drive the selection of relevant technologies/products.
- Scope and estimate resources and effort needed to deliver the MDR solutions to the customer successfully and achieve a high level of customer satisfaction. To own and manage the whole technical process.
- Engage with customers as a trusted advisor, listening to and understanding their challenges and requirements - both technical and business. Clearly articulate and communicate to the sales team, and document decisions.
- Research and develop appropriate value propositions, engaging with the respective colleagues from across the business, to address customer requirement.
- Scope and clearly define requirements, proposed solutions, and value proposition into proposals/Statement of Work (SOW).
- Present and articulate MDR Services at all levels within the customer organization, including technical and business audiences.
- Be a trusted advisor who provide sound security advice to customers and help them establish business cases, including TCO and ROI justification, and shape requirements.
- Be the voice-of-customers, channelling constructive feedback to provide market-driven inputs to our MDR Product Owner.
- Support our sales team in all technical matters pertaining to our MDR services.

- Prepare offers and presentations in collaboration with Sales, Marketing and Product Owner.
- Lead, manage and execute MDR service implementation engagements.

**Essential requirements:**

- At least 5 years of experience in cybersecurity; ideally 2+ years of this time being with an MDR player.
- Knowledge of relevant technologies: EDR, NDR, SIEM.
- Project planning and project management experience.

**Additional requirements:**

- Knowledge of Microsoft security suite

**Working for us you will have:**

- Interesting and challenging work in a leading cybersecurity player
- The possibility to grow and develop together with the team and the company
- A strong team of IT security-focused specialists around you
- A competitive salary and personal benefits package

**Position type:**

Permanent, position available immediately

**Other information:**

This role is based in Copenhagen, Denmark.

However, domestic travel to customers is expected.

It is a requirement that you can show and uphold a clean criminal record and get approval for security clearance HEM (Denmark).

Relocation to Denmark will be required if you are currently located elsewhere.

**Contact:**

To apply for this position, please send your CV and a motivated application to our recruitment partner Andrada Son [sa@csa-cph.com](mailto:sa@csa-cph.com)

**About CSIS:**

Founded in 2003, CSIS Security Group A/S (CSIS) is a leading provider of advanced cybersecurity capabilities, focused on actionable and intelligence-driven detection and response services. We are the preferred cybersecurity partner to notable organizations across various sectors, including Banking & Financial Services, Energy & Utilities, Manufacturing, Transportation & Logistics, as well as Government & Public Sector. We are a trusted adviser to law enforcement agencies (including the FBI, NCA, Europol) and are also sought-after speakers for public and closed-community conferences around the world. Additionally, our depth of expertise and distinguished reputation ensure that we are regularly called upon as expert commentators on cyber topics for the media.