

Principal, Cyber Security Consulting

Control Risks is a specialist risk consultancy that helps to create secure, compliant and resilient organizations in an age of ever-changing risk. Working across disciplines, technologies and geographies, everything we do is based on our belief that taking risks is essential to our clients' success.

We provide our clients with the insight to focus resources and ensure they are prepared to resolve the issues and crises that occur in any ambitious global organization.

We go beyond problem-solving and give our clients the insight and intelligence they need to realize opportunities and grow. From the boardroom to the remotest location, we have developed an unparalleled ability to bring order to chaos and reassurance to anxiety.

Our people

Working with our clients, our people are given direct responsibility, career development and the opportunity to work collaboratively on fascinating projects in a rewarding and inclusive global environment.

Location

Washington DC, Houston, New York or Los Angeles

Engagement

Full time

Department

Crisis and Security Consulting

Manager

Senior Partner and Department Head, Crisis and Security Consulting, Americas

Job Purpose

We seek an established consulting leader and expert to manage and grow our Cyber Security consulting business encompassing our threat intelligence, information protection and information security response capabilities. The successful candidate will have and will leverage expertise across intelligence gathering, incident response, network operations and oversight over our technical security experts (including malware analysis, forensic analysis, and penetration testing). The successful candidate will own the Americas Cyber Security consulting strategy, business development, opportunity capture and delivery, leading the Americas Cyber team and working closely with Control Risks' wider technology and security businesses.

Control Risks' Americas region includes North, Central and South America, and language fluency in Spanish or Portuguese will be a desirable differentiator.

Tasks and responsibilities

Strategy and business management

- ▶ Own, refine and execute the Control Risks Americas Cyber Security consulting strategy, leveraging both Control Risks' Crisis and Security Consulting and Technology capabilities and market positions.

- ▶ Coordinate closely with the Cyber Security consulting teams and leaders in other regions to ensure a globally consistent offering.
- ▶ Manage the Cyber Americas P&L and maintain responsibility for budget performance driving financial success and profitable revenue expansion for the Americas Cyber business as well as the Crisis and Security Consulting and Technology departments.
- ▶ Maintain and build knowledge of industry trends and new technologies relevant to growing the Americas Cyber team.

Business development

- ▶ Cultivate client relationships and accounts and become a trusted advisor by demonstrating a high level of partnership and commitment to client success.
- ▶ Generate and deliver annual sales across cyber, forensics and analytics on a personal basis and manage members of the Cyber team to deliver personal sales targets.
- ▶ Identify and target key law firm and corporate accounts with a focus on cyber threat intelligence, cyber protection and cyber response services.
- ▶ Work closely with other Control Risks account managers, subject matter experts and Marketing to craft and execute campaigns to build Control Risks' market position and profile for cyber.
- ▶ Lead on proposals and engagement on emerging client opportunities.

Client project management and delivery

- ▶ Act as a senior project leader on complex engagements; exceed client expectations while identifying and mitigating business risks associated with projects.
- ▶ Employ a structured, disciplined and flexible approach to project management to ensure complete client satisfaction and project profitability.
- ▶ Oversee consistent gathering of client and project requirements and ensuring requirements are properly documented and managed.
- ▶ Lead on threat identification and related frameworks and oversee incident analyses using technology experts and tools.
- ▶ Become a trusted business advisor and subject matter expert globally for internal and external clients at the intersection of cyber, forensics and analytics.
- ▶ Advise on high-profile, challenging and multi-jurisdictional matters particularly related to cyber response and investigations.
- ▶ Introduce other Control Risks crisis management, security, technology, compliance and analytical capabilities and expertise when appropriate.

Team management

- ▶ Maintain direct line management and leadership for the Americas Cyber team including recruitment, hiring, performance management and talent development.

- ▶ Act as a key member of the Americas Crisis and Security and Technology departmental management teams.
- ▶ Mentor and guide junior consultants across the business.
- ▶ Act as the Americas representative to the global cyber leadership team.

Knowledge and experience

Essential

- ▶ Demonstrated ability in an executive-level role to manage and grow a cyber security consulting business including proven record of business development and sales.
- ▶ Experience managing third parties and sub-contractors and working across business segments and practices at professional services organizations.
- ▶ Demonstrated success in integrating cyber, forensics and analytics capabilities in a consulting context in support of corporate clients and external counsel.
- ▶ Industry-recognized subject matter expertise in information security risk mitigation and cyber incident response.

Preferred

- ▶ Understanding of IT infrastructure, systems and controls and familiarity with data loss prevention.
- ▶ Deep understanding of the application of computer forensics and knowledge of electronic discovery in cyber investigations.
- ▶ Industry-recognized personal subject matter expertise in threat modeling, testing and use of analytics.
- ▶ Spanish and/or Portuguese language proficiency.

Qualifications and specialist skills

- ▶ Bachelor's degree. Post graduate degree or JD a plus.
- ▶ Additional certifications in relevant tools and/or technologies.
- ▶ Excellent written and oral presentation skills to effectively communicate with diverse audiences of varying degrees of expertise.
- ▶ Proven ability to conduct training in a professional environment.
- ▶ Proven ability to manage and develop a team of professionals through empowerment, coaching and motivation.
- ▶ Strong interpersonal skills and excellent client-facing skills.
- ▶ Ability to work independently in fast-paced, multi-task environment.
- ▶ Ability to work well under pressure and meet tight deadlines, while effectively juggling competing demands, prioritizing appropriately, and overseeing multiple tasks simultaneously.
- ▶ Demonstrated strong organizational and project management skills.

- ▶ Strong logical reasoning skills.
- ▶ Ability to travel when required (up to 50%).

Behaviors

All employees are expected to display behaviors reflective of our company values: Integrity and Ethics, Collaboration and Teamwork, Commitment to People and Professionalism and Excellence.

How to apply

If your qualifications, experience and aspirations match our requirements please email a cover letter and CV to:

Americas.Recruitment@controlrisks.com

The file name of your resume must include your name. Please specify the vacancy you are applying for including the location in the subject of the email.
