

Principal, Cyber Security Consulting

Control Risks is a specialist risk consultancy that helps to create secure, compliant and resilient organisations 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 organisation.

We go beyond problem-solving and give our clients the insight and intelligence they need to realise 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	<p>We seek an established consulting professional to manage and grow our Cyber Security consulting business, which encompasses our threat intelligence, information protection and information security response capabilities. The successful candidate will have and leverage personal expertise across intelligence gathering, incident response, network operations and oversight over our technical security experts including malware analysis, forensic analysis and penetration testing.</p>

The successful candidate will be responsible for advising on and executing Control Risks Americas' Cyber Security consulting strategy, business development, opportunity capture and delivery, as well as leading the Americas cyber team and working closely with Control Risks' wider technology and security businesses. The Americas region includes North, Central and South American geographies (with offices in Mexico City, Panama City, Bogotá and São Paulo in addition to our North America offices) and language fluency will be a desirable differentiator.

Tasks and responsibilities

Strategy and business management

- ▶ Provide input, guidance and direction on Control Risks' Americas Cyber Security consulting strategy leveraging both Control Risks' Crisis & Security Consulting and Technology capabilities and market positions
 - ▶ Play an integral role in promoting, building and developing Control Risks' portfolio of cyber security clients
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- ▶ Contribute to and play a key role in developing resources and designing delivery capacity across the Americas region
 - ▶ Coordinate closely with the Cyber Security consulting teams and leaders in other regions to ensure continuation of 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
 - ▶ Maintain and build knowledge of industry trends and new technologies relevant to growing the Cyber Americas team

Business development

- ▶ List Cultivate client relationships and accounts working closely with geo-market leaders, and become a trusted advisor by demonstrating a high level of partnership and commitment to client success
- ▶ Generate and deliver annual cyber sales on a personal basis and manage members of the Cyber Security team to deliver personal sales targets
- ▶ 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 in cyber
- ▶ Lead on proposals and engagement on emerging client opportunities

Client project management and delivery

- ▶ Act as a senior project leader on complex engagements, exceeding client expectations while identifying and mitigating business risks associated with projects
- ▶ Generate innovative ideas and participate in decision making with engagement management
- ▶ 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 leveraging technology experts and tools
- ▶ Become a trusted business advisor and subject matter expert for internal and external clients in managing information risks by designing and providing innovative solutions
- ▶ 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 Cyber Americas team including recruitment, hiring, performance management and talent development
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- ▶ Act as a key member of the Americas Crisis & Security team, and drive greater collaboration between the Crisis & Security and Technology management teams
- ▶ Experience managing third parties, sub-contractors and working across business segments and practices at professional services organizations
- ▶ Mentor, guide and train junior consultants across the business
- ▶ Act as the Americas representative to the global cyber leadership team

Knowledge and experience

Essential

- ▶ Proven ability to manage and grow a cyber security consulting business including proven record of business development and sales
- ▶ Proven abilities and/or proven record of success as both an individual contributor and team member, identifying and addressing client needs in the following areas:
 - ▶ Working on complex engagements, being client-centric, and delivering results while solving security challenges in innovative ways
 - ▶ Bringing high-level energy, sense of urgency, decisiveness, and ability to work well under pressure
 - ▶ Focusing on C-Level client relationship-building and relationship management
 - ▶ Demonstrated success in integrating cyber, forensics and analytics solutions in a consulting context in support of corporate clients and/or 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 or JD a plus
- ▶ Additional certifications in relevant tools and/or technologies
- ▶ Excellent written and oral presentation skill to effectively communicate with diverse audiences of varying degrees of expertise
- ▶ Proven ability to conduct training in a professional environment
- ▶ Experience managing and developing a team of professional through empowerment, coaching and motivation
- ▶ Strong interpersonal skills and excellent client-facing skills
- ▶ Ability to work independently in fast-paced, multi-task environment

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- ▶ 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%)

Behaviours

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

How to apply

****RESUMES MUST BE SUBMITTED WITH A COVER LETTER, IF NO COVER LETTER RESUME WILL NOT BE CONSIDERED****

If your qualifications, experience and aspirations match our requirements, email a covering letter and CV, stating your current salary 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.
