

Seccuris, an international information assurance company headquartered in Canada, provides clients with security and risk management consulting services, managed security services, security solution integration, and education services. Seccuris also maintains an active research and development portfolio, working collaboratively with organizations across Canada and internationally. Through our commitment to quality, research, and knowledge transfer, Seccuris delivers innovative and comprehensive information assurance services and solutions that provide value to our clients.

A challenging opportunity is currently available at Seccuris:

Principal Consultant

**Three positions available:
Two Eastern Region (2011-0016)
One Western Region (2011-0017)**

Summary

The Principal Consultant is responsible for the overall growth, profitability, staffing, management, and delivery of Seccuris' most complex and highly visible engagements. Reporting to the Regional Director, the ideal candidate for this role is a seasoned Management Consultant, and must have built an impressive track record of generating results and having significant impact on a diverse client base.

In this role, you will possess substantial management consulting expertise and can use it to create value for senior executives with current and prospective clients, while tying this back to Seccuris' capabilities as an assurance integrator. You have a need to inspire your colleagues and team members to achieve great things, and will actively mentor the next generation of leaders in the region. You will use your entrepreneurial flair to generate new business through existing contacts either through referrals or networking.

Key Responsibilities

Business Development (70%)

- Achieves assigned revenue objectives through the development of new client relationships with target clients and in target geographies to drive new business
- Assumes Account Executive responsibilities with regard to the long-term development of client relationships
- Ensures that a professional business approach is executed through knowledge and understanding of the prospective client and their industry
- Ensures that the sales effort is 100% focused on accurately reflecting the firm's model, culture, and practice

- Is recognized as a trusted advisor who maintains close working relationships effectively with senior client managers and provides significant business value to the client
- Develops long-term relationships with senior client managers
- Exercises high quality judgment in the allocation of time and effort to the development of a prospective client relationship
- Develops account management strategies for key named accounts
- Participates in, and prepares bids in response to, requests for proposals

Service Delivery (30%)

- Drives the intellectual content on engagements, serving as the lead professional and ensuring delivery of the highest quality work
- Actively grows Seccuris' presence by playing a key role in successful account expansion and development by identifying prospective client work and driving intellectual content on engagements
- Works closely with colleagues to transfer knowledge and to develop Seccuris' intellectual capital
- Critiques and advises on vital aspects of project strategies and plans to help ensure project success
- Attains a high level of participation through billing on a delivery engagement, as a means of establishing personal value to clients
- Takes a proactive approach to anticipating risks, preventing and solving problems
- Stays at the forefront of changing technology, process, and people trends in the area of Information Assurance and understands the impact on clients' business

Key Competencies

- Strong information security and risk management domain knowledge and multi-industry breadth, coupled with hands-on consultative selling (e.g., Healthcare, Government, Telecom, Energy/Oil & Gas, and Financial Services)
- Superb communication skills, both in writing and presenting
- Referenceable client facing experiences in managing large and multiple projects, with strong business development and project management acumen
- Proven track record of selling complex service engagements to enterprise companies
- Well organized, with a *hunter* mentality and several years of experience in sales and direct business development for a reputable consulting firm

- Strong knowledge of business development, marketing, and selling services in the IT and information security industries
- Excellent negotiation and conflict resolution skills, including a demonstrated ability to successfully deal with conflict
- Excellent time management and organizational skills, along with the ability to work effectively under pressure
- Willingness for occasional travel

Qualifications considered an Asset

- Federal Security Clearance
- Leadership skills
- Microsoft, UNIX, and networking knowledge
- CISSP or other security certifications

Qualified candidates are invited to forward their resume, with references and a covering letter via email to: careers@securis.com

Only candidates being considered for the role will be contacted.

All candidates will be required to complete security clearance and background checks.

Candidates under consideration may be required to complete a written knowledge examination prior to an interview.