



Principal Consultant – Information Security London / NY

Acumin are the leading Information Security and Risk Management recruitment company in Europe with over 9 years specialising in mid-senior level recruitment. We have an excellent track record and reputation for delivery in both the end-user and IT services markets. Major customers include clients across all sectors including consultancies, global systems integrators, security vendors, and large enterprise customers across the banking, finance, telecommunications, utilities, and oil & gas sectors. We also work with investors and VC's focusing on identifying senior leadership talent in the information security space.

Many of our clients are US based companies and as a consequence of sustained demand for both search and contingency work, we are looking to launch our innovative recruitment services in the US. To this end, we need a Principal Consultant to build a database of US candidates, deliver on existing client demand and work to build a substantial US division of Acumin.

We already have the clients and key introductions will be made. Your main task is to develop an initial candidate base of Security Sales, Pre-Sales and Security Consultant professionals and evaluate further risk management markets in the US. Working a US shift pattern, you will initially be based in our UK HQ in Canary Wharf, London to maximise the value we already hold. Within 6-9 months we expect you to embark on a semi-permanent move to the East coast of America where you will be expected to build a leading team of delivery consultants servicing the information risk management market in the US.

You will have the maturity and experience necessary to work in a standalone position, the ability to conduct new business and account management activities as well as be a shrewd negotiator and closer of deals. As this is a start-up operation industry contacts and market knowledge is favoured however Acumin already has these in spades! Drive, self belief, determination to succeed and a professional attitude are a pre-requisite.

In return, you will receive significant support from a team that has built the leading European recruitment firm in this space. You will be trained straight away on how to sell and deliver search mandates and have access to industry leading philanthropists who we are proud to call our friends.

The ideal background would be someone who has successfully placed consulting and /or IT sales staff within a niche market, so you know how the IT product and services market and their channels operate. You will preferably have direct experience of delivering recruitment services to Information Security and Risk Management markets and of course have a proven track record of success in recruitment, team leadership and sales.

As a key figure in the growth of the US operation, you will have opportunities to develop your career with the growth of the company and have direct ownership of the region's future strategy and development. You will have autonomy and freedom to take a great brand into new territories with the remit to grow the business!



Ref: CB08/02
Uncapped

to £100k OTE