

Business Development Executive

Since 2005, Bishop Fox has provided security consulting services to the Fortune 1000, high-tech startups, and financial institutions all over the world. Our mission is to help companies secure their businesses, and our core services include implementation and architecture security assessments, policy and compliance consulting, and security program development.

Our culture is built on teamwork and uncompromising quality. We also like to have fun together because we believe life is too short not to enjoy what you do and who you work with. Bishop Fox offers competitive salaries, flexible working arrangements, and generous benefits.

Currently, we are seeking candidates for Business Development Executive covering Texas and surrounding states.

Activities:

- Maintain and grow existing relationships
- Develop and build new relationships within territory
- Introduce Bishop Fox to the local security communities within territory

Requirements:

- Relationship Building
 - 5 – 10 year's business development experience
 - Experience selling consultative services
 - Experience in the security industry
 - A history of success
 - Appreciates the skills necessary to build key relationships
 - Understands how to sell expertise and value
 - Seeking a long-term position
- Soft Skills
 - Responsive
 - Attentive to detail