Job Title:	Cyber Security Consultant - Govt RFP	Years of Experience:	5-6 Years
Department	Technical	Position Type:	Full Time
Location:	Noida	Date posted:	
Package:	12-15lacs		

Job Description

Position Overview:

RFP Development and Response: Assist in the development of comprehensive RFPs, including the formulation of cybersecurity requirements and evaluation criteria. Respond to RFPs with tailored cybersecurity solutions that meet government standards.

Client Engagement: Engage with government stakeholders to understand their cybersecurity needs, conduct presentations, and provide technical clarifications during the RFP process.

Solution Design: Develop customized cybersecurity solutions that address specific requirements outlined in government RFPs, ensuring compliance with relevant standards and regulations.

Technical Demonstrations: Conduct product demonstrations and proof-of-concept (PoC) activities to showcase the proposed cybersecurity solutions to government clients.

Proposal Writing: Create detailed technical proposals, including solution architecture, implementation plans, and cost estimates.

Market Analysis: Stay updated on government cybersecurity policies, emerging threats, and industry trends to ensure the proposed solutions are current and competitive.

Collaboration: Work closely with sales, technical teams, and external partners to align the proposed solutions with the overall strategic goals and capabilities of the organization.

Key Responsibilities:

- Develop and articulate effective cybersecurity strategies and solutions tailored for government clients.
- Lead and manage the response process for government cybersecurity RFPs.
- Engage with government clients to gather requirements and present tailored cybersecurity solutions.
- Provide technical expertise and support during pre-sales activities, including presentations and demonstrations.
- Collaborate with internal teams to ensure the proposed solutions are feasible and align with organizational capabilities.
- Maintain up-to-date knowledge of cybersecurity trends, government regulations, and best practices.

- Prepare comprehensive technical proposals and documentation.

Qualifications

- Cybersecurity, Application Security, and Information Security skills
- Network Security and Vulnerability Assessment skills
- Strong knowledge of industry best practices and standards
- Experience in conducting security assessments and audits
- Excellent problem-solving and analytical skills
- Effective communication and presentation skills
- Bachelor's or Master's degree in Computer Science or a related field

How to apply-

Interested candidates are invited to submit their resume along with a cover letter detailing their relevant experience and motivation to **contact@pmspl.net**.