

CYBERSECURITY OFFER MANAGER IN BARCELONA OR MADRID, SPAIN (M/F)

Our client, a recognized and award-winning multinational company, is leading the digital transformation of Energy Management, Automation & Sustainability fields. We are searching for an OT-focused Cybersecurity Offer Manager, who will be responsible for deploying and adapting the offer strategy, and accountable for offer growth and profitability. We are looking for a professional that can integrate both technical and business expertise.

Location Note: Relocation is a possibility, and we will help you both logistically and financially if you need it. We are also open to discussing the possibility of this role being based on the selected candidate's current location.

Key Responsibilities:

- Lead the new offers launch process (Business case, local launch team support, collateral creation, and process coordination), and closely monitor the performance of managed offers by defined KPIs.
- Coordinate offer ordering and delivery elements, SKUs availability in ERP, supply chain requirements, offer profitability and competitiveness.
- Interact with Offer Creation, Marketing, Sales, and Delivery teams.
- Strong knowledge of Cybersecurity strategy and related categories (market trends, business opportunities, threats, key priorities for segments, Go To Market, customer coverage, key customer needs).

Key Performance Indicators:

- Total Revenue
- Gross Margin
- Price Competitiveness
- Offer Launch & Availability

Qualifications:

- 3-10 years of work experience in marketing or Cybersecurity technical experience (sales, delivery); including an understanding of SaaS and recurring service business models.
- Product management skills (product definition through product launch) (preferred), plus solid marketing skills and price management (value-based pricing).
- Bachelor's Degree in a business, marketing, engineering, or computer-related field is desirable but not essential.
- Experience working with cross functional teams (delivery, R&D, supply chain, sales, etc.)
- Fluent in English (C1 level or above. No certificate required)
- Advanced time management and analytical skills. Excellent organizational skills and attention to detail.



- An understanding of EIC/ISO 62443 Certification and Cybersecurity Frameworks (e.g., NIST, NCSC, ISO 27001, COBIT) and ICS protocols (e.g., BACnet, Modbus, PROFINET, PROFIBUS)

What we offer:

- Permanent contract.
- Salary: Up to €95,000 gross per year + 20% bonus
- Flexible compensation program (employees are benefited from tax advantages): Ticket Restaurant, Health Insurance, Ticket Nursery, Ticket Transport, Training.
- Life insurance.
- Company shareholding program which allows employees to become shareholders on preferential conditions.
- Multiple discounts on products or services by our commercial partners.
- Training plan and access to our training platform where you can develop your professional and personal skills.
- Global recognition program.
- Flexible Working time.
- Opportunities to develop your professional career.

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