

CYBERSECURITY VENDOR 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 Vendor Manager, who will be responsible for sourcing, onboarding, and managing third-party providers of Cybersecurity Services as part of our offer portfolio. 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:

- Develop and sustain long-standing relationships with company-approved vendors.
- Establish vendor performance standards and suggest improvements.
- Negotiate product pricing and contracts with vendors.
- Research new vendors in the market.
- Meet with vendors to communicate any product or service-related concerns.
- Update, renew, and cancel vendor contracts.
- Continually monitor sales trends to determine which products are more popular than others.
- Evaluate current vendor management programs and identify ways to improve them.
- Suggest vendor management processes, policies, and methods.

Key Performance Indicators:

- Total Revenue
- Gross Margin
- Price Competitiveness
- Offer Launch & Availability
- # Vendors onboarded

Qualifications:

- +8 years relevant experience in a related role(s)
- Solid procurement, outsourcing, and price management knowledge
- Bachelor's Degree in a business, marketing, supply chain management, or related field is desirable but not essential
- Strong negotiation, management, and decision-making skills.
- Excellent analytical, problem-solving, and organizational skills.
- Effective written and verbal communication skills.
- Fluent in English (C1 level or above. No certificate required).



- 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) is desirable.

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.

Contacto: Adolfo Fernández afernandez@gtlinkers.com