

## Position Description

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<b>Designation:</b>	Head – Business Development (Israel)
<b>Business Unit:</b>	Sales & Marketing
<b>Department:</b>	Sales & Marketing
<b>Location:</b>	Tel Aviv, Israel
<b>Reporting:</b>	CEO/CTO

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## Company Overview

Tribastion Technologies Private Limited is an emerging cybersecurity company headquartered in Ahmedabad, India. We specialize in delivering comprehensive cyber security consulting and managed security services to individuals and organizations.

Our services include proactive threat detection, swift incident response, continuous monitoring, and expertly designed security solutions to protect your digital environment from cyber threats. We cater to the broader cyber landscape, encompassing IT, OT, and Cloud environments.

Our long-term vision is to establish Tribastion as an Indian multinational, recognized globally as the preferred partner for quality cybersecurity solutions.

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## Position Summary

The Head of Business Development - Israel will be responsible for driving Tribastion's growth in Israel by leveraging market intelligence, strategic marketing initiatives, and business development efforts. The ideal candidate will have a deep understanding of the cybersecurity market, particularly in Managed Security Services and OT Security, with a proven ability to develop and execute strategies that drive significant business growth.

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## Key Responsibilities

- **Market Intelligence:**
  - Conduct in-depth analysis of the Israeli cybersecurity market, identifying key trends, opportunities, and competitive dynamics.
  - Provide strategic insights to guide Tribastion's market positioning and business strategy in the region.
- **Marketing:**
  - Work closely with the marketing team to design and implement targeted campaigns that effectively promote Tribastion's offerings to key stakeholders in Israel.
  - Enhance brand visibility and influence through participation in industry conferences, thought leadership, and other relevant forums.
- **Business Development:**

### Tribastion Technologies Pvt Ltd

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- Lead efforts to identify and secure new business opportunities in the cybersecurity and OT security sectors, with a focus on expanding Tribastion's client base in Israel.
- Build and maintain strong relationships with key decision-makers, potential clients, and industry partners.
- Develop and execute a comprehensive business development strategy aligned with Tribastion's growth objectives for the Israeli market.
- **Technology Partnerships:**
  - Identify and establish strategic alliances with leading technology firms and innovators to enhance Tribastion's service offerings in Managed Security Services and OT Security.
  - Lead negotiations and manage partnership agreements to ensure alignment with Tribastion's long-term business goals.
- **Pre-Sales Support:**
  - Develop and deliver proposals and scope of work documents.
  - Work with business team and clients to create new product and service offerings based on client requirements

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## Qualifications

- **Experience:** A minimum of 10 years in business development, with substantial experience in the cybersecurity or technology sectors.
- **Education:** Bachelor's degree in Business, Marketing, or a related field is required; an MBA or equivalent is preferred.
- **Expertise:** Extensive knowledge of the Israeli cybersecurity landscape, including significant experience in Managed Security Services, OT Security, and related fields.
- **Skills:**
  - Demonstrated success in closing complex deals and driving substantial revenue growth.
  - Strong analytical abilities, with the capacity to translate market data into actionable strategies.
  - Excellent communication, negotiation, and relationship management skills

### Why Tribastion?

- **Strategic Leadership:** Play a pivotal role in shaping Tribastion’s growth strategy in one of the most competitive markets in the world.
- **Career Advancement:** Opportunities for professional growth within a dynamic and rapidly expanding organization.
- **Innovative Environment:** Contribute to a company that prioritizes excellence, innovation, and leadership in the cybersecurity industry.

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### How to Apply

If you are a seasoned business development leader with the expertise and ambition to drive Tribastion’s success in Israel, we invite you to apply. Please send an email to [ishika.jain@tribastion.com](mailto:ishika.jain@tribastion.com) with your resume. We request you to include “Head – Business Development (Israel)” in the subject line.

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**Tribastion** is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.