

Position Description

Designation:	Head – Business Development (North America)
Business Unit:	Sales & Marketing
Department:	Sales & Marketing
Location:	San Francisco Bay Area, USA
Reporting:	CEO/CTO

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.

Position Summary

The Head of Business Development - North America will be responsible for driving Tribastion's strategic growth throughout the region (primarily in USA). This senior-level role involves leading business development efforts, harnessing market intelligence, and forging key technology partnerships. 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.

Key Responsibilities

- **Market Intelligence:**
 - Conduct in-depth analysis of the North American 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 across North America.
 - Enhance brand visibility and influence through participation in industry conferences, thought leadership, and other relevant forums.

Tribastion Technologies Pvt Ltd

4th floor, Commercial Tower 1,
Inspire Business Park, Adani Shantigram,
Ahmedabad 382421, Gujarat, India

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CIN: U62099GJ2024PTC149820

- **Business Development:**
 - 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 across North America.
 - 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 North American 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

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 North American 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

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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.

How to Apply

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

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