



Cyber and Fraud Centre Scotland

Job Description

Job title: Cybersecurity Business Development & Relationship Manager

The Role

The role will involve creating new business opportunities for our Professional Services and Cyber Skills Academy to current and prospective clients. The role will also strengthen our partnerships, expand our service reach, and support organisations in building resilience against cybercrime and fraud.

Key responsibilities

Business Development & Growth

- Identify and develop new partnership opportunities across private, public, and third-sector organisations.
- Promote the Centre's cybersecurity and fraud-prevention services, including testing, training, incident response, tabletop exercises, and resilience programmes.
- Build a strong pipeline of member organisations and strategic partners.
- Lead outreach campaigns to increase awareness of cyber threats and the Centre's support offerings.
- Develop proposals, presentations, and tailored service packages for prospective partners.

Relationship & Stakeholder Management

- Serve as the primary relationship manager for member organisations, ensuring high engagement and satisfaction.
- Conduct regular check-ins, reviews, and strategic discussions with partners to understand their evolving cyber and fraud-related needs.
- Facilitate collaboration between organisations and the Centre's technical, training, and incident-response teams.
- Represent the Centre at events, conferences, and community outreach programmes.

Cyber & Fraud Sector Engagement

- Stay informed about emerging cyber threats, fraud trends, and regulatory changes affecting organisations.
- Translate complex cyber and fraud issues into accessible insights for non-technical stakeholders.
- Support the development of new services, training modules, and awareness campaigns based on market needs.
- Contribute to thought leadership, including webinars, workshops, and sector-specific briefings.

Internal Collaboration

- Work closely with technical specialists, trainers, and incident-response teams to ensure accurate scoping and delivery of services.
- Partner with marketing to develop campaigns, content, and engagement strategies.
- Provide input into strategic planning, forecasting, and membership growth initiatives.
- Occasional evening work and travel, potentially including out-with Scotland.
- Any other duties as required

About you

You will have:

- Proven experience in business development, partnership management, or stakeholder engagement—ideally within cybersecurity, fraud prevention, or a related field.
- Strong understanding of cybersecurity fundamentals, fraud risks, and digital resilience.
- Ability to communicate technical concepts clearly to diverse audiences.
- Excellent relationship-building, negotiation, and presentation skills.
- Experience working with public-sector bodies, law enforcement, or regulated industries is an advantage.
- Proficiency with Salesforce CRM systems and a structured approach to pipeline management.

Personal Attributes

- Mission-driven and passionate about improving cyber and fraud resilience.
- Confident communicator who can engage with senior leaders, SMEs, and community groups alike.
- Strategic thinker with a proactive, solutions-focused mindset.
- Collaborative, adaptable, and comfortable working in a fast-moving environment.
- High integrity and commitment to confidentiality and responsible information handling.

You must have the right to work in the UK.

More information

Send an up-to-date CV and cover letter setting out your suitability for the role to Kara.McLaughlin@cyberfraudcentre.com. Application deadline: 5pm Thursday 12th March 2026

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