



Cyber and Fraud Centre Scotland

Job Description

Job title: Head of Business Development and Marketing

The Role

We are looking for our Head of Business Development and Marketing drive revenue, elevate brand visibility, and expand the reach via membership of the Cyber and Fraud Centre.

This senior leadership role focuses on securing contracts and membership for cyber services including Pen Testing, VCISO and executive training to allow the social enterprise to reinvest in community resilience in Scotland and across the UK.

Key Responsibilities

- **Strategic Growth:** Design and execute a commercial strategy aimed at increasing contracted income and expanding the Centre's service reach across Scotland and the UK
- **Marketing & Brand Awareness:** Lead the marketing team to oversee all external communications, including digital marketing, campaign management, newsletters, and stakeholder engagement to solidify the Centre as an authoritative voice in cyber security.
- **Partnership Development:** Build and nurture high-level relationships with private, public, and third-sector organisations, driving commercial opportunities and corporate strategic memberships.
- **Bid & Tender Management:** Lead multi-disciplinary teams through complex proposal and bid processes, tailoring offerings like VCiso and and Cyber Advance to client needs.
- **Team Leadership:** Manage and mentor the Business Development and Marketing teams to deliver against stretching income generation and PR targets.
- **Reporting & Market Intelligence:** Track market trends, report directly to the Board, and provide a "voice of the customer" to refine the service roadmap.

About You

You will be joining a caring and committed team with a strong sense of purpose.

It is essential that you have:

- A minimum of 5 years of proven experience in B2B business development and marketing, preferably within the cybersecurity, tech, or consulting sectors.
- Strong commercial acumen with a track record of identifying opportunities, meeting sales targets, and negotiating contracts.
- Exceptional communication skills with the ability to translate complex cyber resilience issues into clear business narratives.
- Deep understanding of the Scottish business landscape, with existing networks or the ability to quickly build other connections.
- Experience in leading cross-functional teams and managing external agencies or digital platforms.

Benefits & Culture

- Location: 19 Rutland Square, Edinburgh, with flexible/hybrid working options.
- Environment: Employee-first culture operating a 4-day work week.
- Impact: Direct contribution to the social enterprise's mission to reinvest funds into the Scottish cyber community.

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: 27 August 2026 5pm

This document is the property and intellectual property of the Cyber and Fraud Centre - Scotland. It may not be shared, reproduced or transmitted in any form or by any means, electronic or mechanical without the permission of the Cyber Fraud Centre - Scotland team.