

Sales Lead Industrial Cybersecurity

OT Security, SecureG and New Business

Stolberg/hybrid | Full-time | Permanent

i2solutions is a specialised IT and OT security company based in the Aachen region. We help industrial companies operate production environments, industrial networks and critical infrastructure securely - through consulting, engineering, managed services and our own cybersecurity solution, SecureG.

For our next phase of growth, we are not looking for a traditional account manager. We are looking for a **sales-driven person who wins new clients and works with us to build a scalable new-business sales function for industrial cybersecurity.**

Your role

You will be responsible for building our new-business sales function. Your main responsibilities will include:

- identifying attractive target industries, industrial companies and relevant contacts, and reaching out to them proactively
- building relationships with decision-makers in OT, IT, cybersecurity, production and engineering
- qualifying opportunities and developing client relationships from first contact through to project or contract signature
- selling our OT security services and SecureG with a solution-focused approach
- establishing a structured sales pipeline in our CRM, together with repeatable sales processes, campaigns and account strategies
- building a network of partners and multipliers, and working closely with our OT security experts, consultants and management team

You will do more than sell - you will help us build an effective sales organisation.

Our portfolio

Our OT and industrial cybersecurity services and solutions include:

- OT security assessments, security architecture and network segmentation
- IEC 62443-aligned security concepts, vulnerability management and OT security engineering
- security monitoring and services related to SOC and CSIRT operations
- project and consulting services across industrial cybersecurity

Our cybersecurity solution **SecureG** enables the controlled, secure transfer and inspection of data between IT and OT environments with different levels of protection.

Who we are looking for

You are a hunter: you spot opportunities, research prospects, build contacts and networks, and develop lasting client relationships from initial conversations. At the same time, you understand technical issues well enough to speak with IT and OT stakeholders as a peer.

Ideally, you bring:

- several years of experience in B2B sales of complex IT, cybersecurity or industrial solutions
- experience in new business, active client acquisition and building and managing a sales pipeline
- a good understanding of IT infrastructure, networks, cybersecurity topics and the challenges industrial companies face; experience with production or OT environments is a plus
- an independent, entrepreneurial approach and excellent communication, presentation and negotiation skills
- business-fluent German and good English

What matters most to us

You do not wait for marketing to deliver leads; you recognise opportunities and open doors yourself. Beyond generating revenue, you want to create structures, shape the sales function and lay the foundation for significant growth over the coming years.

Compensation

The role offers an attractive base salary and an above-average performance-based component. Variable compensation is tied to results and has no artificial upper limit. We will agree the specific terms individually, based on your experience, network and previous sales achievements.

What we offer

- a key role with direct influence on sales strategy, target markets and go-to-market plans
- short decision-making paths and direct access to the management team
- access to experienced OT and cybersecurity specialists and to our own product, SecureG
- engaging clients in industry and critical infrastructure
- considerable freedom to shape the sales organisation and a long-term opportunity to build your own sales team
- flexible and hybrid working arrangements
- a company car and many other attractive benefits

Why i2solutions

Industrial cybersecurity is becoming a central challenge for manufacturing companies. We bring technical expertise, projects, client references and our own product, SecureG. **Now we want to take the next step: turn technical expertise into systematic growth. We are looking for you to help make it happen!**

Ready for your next step? Apply now!

Send your application documents as a PDF to jobs@i2group.de.

