Job Summary

The California Cybersecurity Institute is in need of determined, self-motivated student employees looking to work in an exciting and growing environment.

Responsibilities

• Successfully understand and communicate mission and vision of the CCI
• Sales calls to generate revenue from companies in various industries
• Research and strategize in the public sector marketplace
• Work with a fast-paced team in all aspects of marketing and business development
• Quickly develop a working knowledge of key cybersecurity issues that impact government, military, academia, and law enforcement
• Support and collaborate with grant researchers to write reports
• Work largely autonomously with general visionary direction from superiors

Required Skills

• Excellent verbal and written communication skills required
• Rhetorical analysis
• Ability to manage rejection
• Strong interpersonal and presentation skills
• Experience with cold-calling, contact development, and business relationship management
• Previous database research experience preferred
• Previous outbound cold calling experience preferred
• Flexibility to change direction and manage conflicting demands
• Comfortable working in a fast-paced, startup work environment
• Ability to learn quickly