# Job Description
## Associate Cyber Security Consultant

### 1. Role Details

**Role Title:** Associate Cyber Security Consultant – Early Careers

**Job Location**: Frankfurt, Germany (1 role); London, United Kingdom (1 role)

**Function:**  Sales, Marketing & Customer Relationship Management

**Sub-function**: Enterprise Product & Solutions

**Working pattern:** Full time, Monday to Friday, 09:00 – 17:00.

**Job Start Date:** 1st September 2025

**Salary: TBC**

### 2. Who we are

We're Colt, a global digital infrastructure company creating solutions that connect people, cities and businesses around the world. Our networking and connectivity products and services put the power of the digital universe in the hands of our customers. Learn more here.

### 3. Early Careers at Colt

Looking to make your mark?

We empower our teams to change the world, for the better. We're passionate about our people and we believe that recruiting and developing the next generation of talent is key to our continued success.

At Colt, you'll get the opportunity to build a career with clear development opportunities in a global organization. Our graduates, apprentices and careers starters get the support and control they need to drive their professional development forward. From on-the-job training to formal learning and mentoring, you will be supported to make your mark at Colt.

**On our two year Early Careers Programme, you will get access to**:

On-the-job training where you will work in diverse teams from different cultures and countries. You'll be empowered to debate, discuss, listen and share your ideas - all in the pursuit of the best solutions for our customers and our business.

Formal learning and development where we'll help you grow your knowledge and skills through training from a wealth of experts and leaders.

Networking and mentoring from diverse thinkers and doers at all levels of our business. Hierarchy is no barrier here. We want you to put the global connections you make to good use, so we can work together and pioneer new solutions.

### 4. Function Description

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At Colt, our customers are at the core of everything we do and we are always pushing ourselves to deliver the solutions that deliver desired outcomes. Our sales teams need our help to identify the right solution to our customers' needs. They are also the primary, long term contact for our customers; deepening our understanding of their business challenges and making sure Colt is who they chose to help solve them.

The Enterprise Product & Solutions team is responsible for supporting Sales with enterprise solutions based on connectivity, cloud and communications.

We're targeting customers who don't have the knowledge, skills or resources to create their own solutions around these needs. They want partners who they can trust to understand their business and help them navigate the complexities that we can solve for.

## 5. What you'll be trusted with:

- Become a trusted customer-facing expert in the cybersecurity market.
- Collaborate with the Sales team to translate customer needs into tailored solution offerings.
- Provide feedback to Product Management to help shape the development of new products and services.
- Gain a deep understanding of the challenges and requirements of CISOs and their organizations.
- Stay informed on the evolving cybersecurity regulatory landscape and its impact on businesses.
- Serve as a subject matter expert on our cybersecurity products and services, offering insights and guidance to clients.

## 6. What we're looking for:
- **Leadership Potential**: A self-motivated individual who leads by example, takes initiative, and is driven to succeed.
- **Growth Mindset**: Demonstrates a strong desire to learn, adapt, and continuously improve through feedback and new experiences.
- **Resilience & Perseverance**: Able to maintain focus and motivation through setbacks, overcoming obstacles with a positive attitude.
- **Strong Communication & Analytical Skills**: Ability to digest and understand complex concepts and be able to effectively communicate it to others both verbally and in writing.
- **Structured Problem Solver:** Someone who systematically breaks down complex problems and develops organized, logical solutions.
- **Education**: Bachelor degree in Computer Science/IT or in a Commercial/Business related field.
- **Language Requirements**:
  - London role: Fluent/Conversational in English
  - Frankfurt role: Native/Fluent in German; Fluent/Conversational in English

## 7. Overall Benefits

In addition to offering competitive salaries and incentive plans, a range of benefits and local rewards packages are offered to staff. We also know that a work life balance is important, and our people say it's one of the great advantages of working at Colt.

Some benefit examples are:

- Flexible working and relaxed dress code
- Two days annually to spend on volunteering opportunities
- Private medical insurance
- Access to a virtual business school for on-going learning
- Business mentoring

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## 8. What is it like working with us?

Supporting our people through change, encouraging positive employee experiences, and fostering connection and belonging through local groups, initiatives, and engaging events will play a key part in our collective success.

Inclusion is at the heart of our culture here at Colt. From day one, you'll be encouraged to be yourself as we believe that's what helps our people to thrive. We welcome people with diverse backgrounds and experiences, regardless of their gender identity or expression, sexual orientation, race, religion, disability, neurodiversity, age, marital status, pregnancy status or place of birth.

Please speak with a member of our recruitment team if you require adjustments to our recruitment process to support you.

### Our values

We live by our Colt values every day, whether we're launching new projects or solving problems together. Our values represent how we behave and are integral to our culture.

### *We know people matter*

Whether it's a customer, a partner or an employee, we build relationships based on trust, honesty, respect and integrity. We value diversity and strive to be more inclusive so everyone has the freedom to speak up, be heard and thrive.

### *We always find a better way*

By staying one step ahead we empower our customers to succeed through the power of connectivity. We're swift to adapt and take responsibility for the promises we make.

### *We win together*

We believe in the power of many and stand shoulder to shoulder with customers, partners and colleagues collaborating on ideas, sharing risks and recognition among all. When we make a decision we understand its impact, and rally behind the decision to make it a success.

### *We can change the world*

We want to make the world a better place. Better connected, more sustainable, fairer for all. We use what we have - passion, technology and connectivity - to create good.