**Managing Consultant, Denver**

Cigital is looking for a full-time Managing Consultant to be remote in the Denver, CO area to further the expansion of our security consulting practice in this fast growing region of the U.S.

**About Cigital:**

Cigital, Inc. is the leading software security and quality consulting firm. Established in 1992, Cigital plans and implements initiatives to help ensure customers have secure, reliable applications.  We improve how they build and deploy software, and we have fun doing it. The daily news gives you a taste of what companies face, but if you’re in our field you get to see how serious these problems really are.  Whether they’re banks, TV networks, or game designers – when businesses get serious about software security, they call Cigital.

**Responsibilities:**

This is a position that requires you have a unique blend of business development, account management, and deep technical knowledge. As Cigital engages with clients to propose and deliver our software security services and products, you will have direct responsibility for developing strong and lasting relationships with clients.  You will also be effectively identifying and selling follow-on work to clients, assisting sales in selling new business to clients, ensuring contracts are properly managed and serving as an effective escalation point for client issues and problems on engagements.

**Qualifications and Experience:**

•           Solid experience with software development or software application security

•           Thorough knowledge of SDLC

•           Sufficient applications security knowledge to effectively communicate the value of our        services to the client and translate that to revenue

•           Understanding of software development processes, technologies, architectures, and practices, and software risk management

•           Proven ability to deliver solution strategies and implementations to clients

•           Superior and highly effective client interface skills

•           Demonstrated understanding and ability to manage to Time & Material, Cost Plus, and          Fix-Priced engagements

•           Experience running small consulting/delivery teams and project execution

•           Ability to create presentations, proposals and SOWs

•           Written communication skills include: formal documentation, statements of work,    proposals, sources sought and request for information responses, white papers, and case           studies

•           Expected to manage client profitability and revenue growth. Managed Revenue of $1.5+      million annually

•           Client billability for this position will be at approximately 40-60%

•           Willingness to travel (up to 30%)

**Qualifications:**

**Education and Certifications:**

•           Bachelor’s Degree or Master’s Degree in Computer Science/Engineering or equivalent.

**Compensation & Work Location:**

Cigital is based in Dulles, Virginia, with offices in Atlanta, Bloomington, Boston, Chicago, London, New York, San Diego, Santa Clara, Seattle, and clients worldwide. We offer a competitive salary, equity compensation, and benefits.

*If you’re interested in this opportunity please submit your resume in confidence to smcfarlane@cigital.com*

*Cigital considers all applicants for employment without regard to race, color, religion, sex, gender preference, national origin, age, disability or status as a Covered Veteran in accordance with federal law. In addition, Cigital complies with applicable state and local laws prohibiting discrimination in employment in every jurisdiction in which it maintains facilities. Cigital Inc. also provides reasonable accommodation to individuals with a disability in accordance with applicable laws.*