

## JAYNE HANCOCK



**Job:** Strategic Engagements & Alliances Director

**Company:** Xalient

Strategic Engagement & Alliances Director at Xalient, responsible for revenue growth of Cyber Security Transformation Projects and Managed Services across the Financial Services Industry. Also responsible for the creation of Strategic Service Partnerships. Previous companies include Cisco, NTT, Integralis & Computacenter.

Kind

Collaborative

Honest

**The skills I use most in my job...**Commercial expertise (building of Client relationships, partnerships, bids, negotiation, contract risk etc)

- Cyber Security Niche
- Consulting and Managed Services target achievement spanning 30 years
- Cross collaboration of teams to ensure successful delivery of Cyber Transformation projects.
- Mentoring of junior members of the team

**The most interesting thing I've worked on in my career so far...**Being part of the Cyber industry from the very beginning and watching it grow and evolve into the huge industry that it has become

today. I love mentoring and am also a huge advocate of women in Cyber and tech. Recent exposure to start ups, which I am finding fascinating!

**What inspired me into digital and tech...**I love the pace of technology and the ever changing nature of Cyber. I realised early in career this was a fast growing, lucrative industry and I wanted to see more women be part of this. I'm also passionate about making the tech world a safer place for our children.

**My educational background is...**Studied GCSE's & A Levels, but did not go to University. Short summary - a determined introvert, who fell into Cyber sales completely by accident!

**What advice I'd give to girls thinking about a career in digital and tech...**Cyber is an amazing industry. There are so many different roles in Cyber and not all are technical. Whilst a degree is useful, it is not the only route and there are lots of apprenticeship schemes. Other tips.. build your network early and be your authentic self.