

Verodin Job Posting – Pre-Sales Engineer

Who We Are

Verodin is reshaping how organizations measure, manage and improve cyber security effectiveness. Evangelizing a technology movement takes more than just a good sales pitch. As a team, we obsess over helping our customers:

- Assess their current state and expose true security gaps
- Establish a means to measure security effectiveness and demonstrate improvement over time
- Realize the maximum potential of existing security investments
- Raise the bar for the entire security organization

If you're passionate about security, have the core competencies outlined below and are looking to join a team on a mission, Verodin is the place for you.

The Team and The Role

The Verodin Pre-Sales Engineering team is at the core of bringing cutting edge technology to our customers with the Verodin Security Instrumentation Platform. Come be part of a fast-paced team that focuses on delivering solutions to the hardest problems in Information Security.

Are you highly motivated and passionate about cybersecurity? Do you have amazing interpersonal skills and love helping people? We are seeking Pre-Sales Engineers for all geographies including U.S Federal (clearance preferred). You will drive and lead the technology evaluation stage of the sales cycle. Working in conjunction with the sales team as the key technical advisor, you will be an advocate for Verodin's Security Instrumentation Platform. Additionally, you will position Verodin to both business and technical users. You will identify all technical issues of your assigned accounts to assure complete client satisfaction throughout the sales process, and establish and maintain positive relationships with your client's technical staff.

Job responsibilities include:

- The ability to demonstrate Verodin to customers on site, remotely via webinar sessions, and at field events such as conferences and trade shows.
- Will be the go-to security resource for the designated regional sales team
- Will respond to functional and technical elements of RFIs/RFP
- Are organized and analytical, and able to eliminate sales obstacles using creative and adaptive approaches
- Are comfortable working for a dynamic technical organization with a fast-growing customer base
- Strong domain expertise within a core security discipline (for example, forensics, security operations, incident response, security research, threat detection, security assessments, penetration testing, or security product development) with additional knowledge of security tools, industry trends, methodologies, and standard methodologies.

Required qualifications include:

- You have 5+ years related experience in selling and supporting software products to IT organizations.
- **Experience in security operations**
- **Selling SIEM solutions is a plus**
- Knowledge of virtualization (VMware/Citrix/Hyper-V)
- Network Administration/Architecture/Management Knowledge
- Unix/Windows – Administration Experience
- Domain expertise with IT operations, security or compliance
- Familiar with Computer Programming - C/C++, Shell, Perl, Python Programming
- Comfortable approaching total strangers and quickly extracting technical know-how from them
- Should be available to travel to visit prospects and customers
- Collaborative, great interpersonal skills, and strong written and verbal skills

Desired qualifications include:

- Bachelor of Science degree in EE, CE, Computer Science, MIS, or Business.

To apply for this role, please send your CV/resume and a detailed cover letter describing why you're a fit to careers@verodin.com.

Verodin is an equal-opportunity employer.