



RECRUITMENT VACANCY

PRE-SALES ENGINEER

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KEY FACTS

LOCATION	Stevenage, Herts (plus remote working)
CONTRACT	Full time (Average 37.5 hours per week)
SALARY	£ Competitive
CONTACT	people@bulletproof.co.uk

OVERVIEW

Bulletproof is looking for an experienced sales engineer to join the team. In this role you will work closely with the sales, delivery and technology teams to assist with selling a wide variety of security products and services to a broad customer base. We are continually evolving our innovative in-house developed solutions and are looking for someone with a passion for security and technology. We hire people that love learning new technologies and working with innovative solutions that disrupt the security industry.

In this role you will get to work with talented and experienced security experts and a team of up and coming security rock stars, based out of our Stevenage HQ.

In this role we are looking for someone that can build technical relationships with customers to help understand their security challenges and pick the right solutions for them. We are also looking for this person to come up with innovative ideas to help improve the customer presales experience and help shape new products through the engagement with new and existing customers.

We are looking for individuals who have the skills to support the sales process technically using a consultative approach that is balanced with a commercial mindset. We would like this person to be comfortable in presenting to large audiences, presenting webinars on key topics, and supporting the marketing team with technical blogs and other content to raise brand awareness. We would like this person to take the initiative on creating new and interesting demo's, supporting research, and testing new products.

You should apply if you enjoy working with clients on a broad set of security topics, enjoy getting hands on experience with a wide range of security disciplines, enjoy solving challenges and working for a company that is building innovative solutions and services designed for the future.

This is an opportunity to be part of an exciting and fast-growing security company who has engineered its own innovative products from the ground up. We want to bring someone into the team that shares our vision to use technology, and most importantly talented people, to help our customers solve their security challenges and use innovation to disrupt the security space.

PRIMARY RESPONSIBILITIES

- Technically present Bulletproof solutions to prospects and partners in person and via online solutions
- Architect solutions for prospects, customers, and partners
- Ability to communicate to C-level individuals
- Ability to communicate to admin level individuals and groups
- Perform complex level troubleshooting
- RFP responses
- Technical Project Management, especially for pilots and proof of concepts
- Engagement with technical decision makers and ownership of most complex technical issues to conclusion
- Present at webinars, seminars and other field events
- Create collateral that contributes to building a first-class sales organisation and helps win individual deals: white papers, presentations, and competitive analysis
- Represent customer and prospect interests in the product management process
- Education of less experienced peers
- Maintain technical sales resource coverage

SKILLS REQUIRED

- A sales track record in selling cyber security within a recognised security vendor
- Knowledge and understanding of the most complex customer needs and the ability to develop appropriate solutions
- Excellent written, verbal, presentation, time management and attention to detail skills
- Great, “ownership of the issue” attitude with high energy
- Strong working knowledge of Office 365 and other office solutions
- Must have extensive technical experience in networking, security (SANS Intrusion Analyst, Forensics), virtualization (VMWare, XenServer), cloud Platforms (AWS, Azure,GCP) AND/OR compliance experience (PCI, HIPAA, SOX, GLBA,ISO)
- Experience selling security and/or consulting services or products such as SIEM, IDS, MDR, SOC services, penetration testing or compliance
- Has advanced knowledge and understanding of customer needs while developing complicated solutions for customers and partners
- Has knowledge and understanding of the most complex customer needs and the ability to develop appropriate solutions
- Perform duties with a broad latitude for judgement and problem solving

REQUIRED QUALIFICATIONS / EXPERIENCE

- Ideally hold a relevant penetration testing certification
- Recognised security testing certifications (GIAC, SANS)
- A degree in computer security, computer science or equivalent
- Ideally 5+ years as a systems engineer for networking or security products or services
- Record of achievement
- Ability to travel 30% of the time
- Ideally CISSP and/or equivalent certification
- Working knowledge of CRM products and processes

PERSONAL ATTRIBUTES

- Innovative
- Honour your commitments
- Support your team
- Positive can-do attitude
- Analytical with exceptional problem-solving skills
- Focussed on providing great customer service
- Excellent spoken and written communication skills with the ability to adapt their communication style to different audiences
- Able to juggle competing priorities
- Able to think laterally and creatively
- Strong relationship management, negotiation and influencing skills
- Accurate in approach with strong attention to detail
- Self-motivated and committed to driving their own development
- Has a valid driving licence and access to a car

BULLETPROOF BENEFITS

- 25 days annual holiday
- An additional day's annual holiday for your birthday
- Company pension
- Childcare Vouchers
- Subsidized gym membership
- Perkbox employee benefits platform
- Frequent team events
- Relaxed working environment
- Private Healthcare

ABOUT US

BULLETPROOF

YOUR BEST DEFENCE AGAINST CYBER THREATS

We believe that our information and cyber security services are the best way to stay ahead of the hackers, take control of your infrastructure and protect your business-critical data. Key to our success is our in-house UK Security Operations Centre staffed 24/7 by our highly trained penetration testers, security analysts and compliance experts.

Bulletproof's most popular services include:

- Penetration testing,
- Social Engineering
- Red Team
- Proactive Monitoring
- Incident Response & Forensics
- Compliance Services

Bulletproof is the dedicated cybersecurity arm of the ServerChoice Group, an organisation with over 10 years' experience in providing secure online services, so you can be sure you're joining a well-established, growing organisation.

USEFUL LINKS

www.bulletproof.co.uk

www.serverchoice.com

Please note that as part of the recruitment process a criminal records check will be carried out by an authorised third party.



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 www.bulletproof.co.uk