

Sales Engineer - Cybersecurity

At Keystrike we aim to reinvent authentication, make it continuous, and neutralize the pervasive threat of spear phishing. Our technology ensures that every keystroke is physically made on the user's own keyboard, preventing remote attackers from impersonating users and carrying out malicious actions and stopping lateral movement. We're on a mission to make the digital world safer. Keystrike is established in Delaware, USA and has a subsidiary office in Iceland. We currently have a team working in the USA, France and Iceland.

Keystrike is seeking a dynamic and highly skilled Sales Engineer with a focus on cybersecurity solutions. As a Sales Engineer, you will play a pivotal role in driving the success of our cybersecurity products around the world.

Key Responsibilities

- Collaborate with the sales team to understand customer (CISO, Cybersecurity architects etc) needs and tailor product demonstrations and presentations to address those requirements.
- Deliver engaging and persuasive product presentations to potential clients, showcasing the value and benefits of our cybersecurity solutions.
- Manage customers via the POC process, provide in-depth technical guidance to customers, including product integration, implementation, ongoing support and be on the lookout for new sales opportunities.
- Collaborate with the product development team to provide customer feedback and ensure the alignment of our solutions with market demands.
- Stay up-to-date with industry trends, emerging threats, and competitor offerings to provide expert insights and recommendations.
- Participate in industry events, webinars, and workshops to enhance brand visibility and establish yourself as a cybersecurity expert.

Requirements

- Proven experience as a Sales Engineer in the cybersecurity sector with a focus on technical solutions.
- Deep technical understanding of cybersecurity principles and threat landscape.
- Excellent communication and presentation skills, both written and verbal.
- Strong problem-solving skills and the ability to convey complex technical concepts to non-technical stakeholders.
- Adopt at building and maintaining strong customer relationships.
- Willingness to travel to customer sites and attend industry events (as needed).

Additional Skills (Preferred)

- General knowledge of CRM.

- Familiarity with network security, endpoint security, threat detection, and incident response.

What We Offer

- Competitive salary and commission structure.
- Comprehensive benefits package.
- Opportunity to work with cutting-edge cybersecurity solutions.
- A supportive and collaborative team environment.
- Professional growth and development opportunities.

How to Apply

Interested candidates are encouraged to submit their resume and a cover letter to jobs@keystrike.com.