

## **Cybereason Sales Engineer**

Following the completion of our Series B fundraising, Cybereason is building out a full Sales Engineering team to support our expanding team of Account Managers. Cybereason is looking for experienced Sales Engineers that are interested in joining a dynamic start up led by world-class engineers and security experts with a product in production at numerous clients across the US.

The ideal candidate will have spent multiple years as a Sales Engineer in the Security industry with specialties in Advanced Threats, Forensics, Malware, the Cyber Kill Chain or Network forensics. The sales engineer will need to learn and understand complex technologies in order to clearly articulate items such as: machine learning, behavioural indicators of compromise and behavioural anomaly detection can be leveraged by customers inquiring about the value of the Cybereason product to diminish their business pain points. The Sales Engineer will be expected to provide product demos, technical whiteboards, provide technical fit validation, lead proof of concepts and provide feedback to the Product and Engineering teams. The Sales Engineer will be expected to work with and communicate effectively to customers of varying technical expertise from IT Administrators and Security Analysts to CISOs or CIOs. As is the nature in small companies, the Sales Engineer will also have the opportunity to contribute far beyond just the scope of their day to day customer interactions.

Founded by elite Israeli-Intel cybersecurity experts, Cybereason is an endpoint detection and response platform (as classified by Gartner), deploying a user-level easy to deploy, frictionless endpoint silent sensor and deploying an analytical engine to detect faint evidence of malicious activity. Cybereason reconstructs evidence into a clear image of a cyberattack in context. This enables enterprises to discover sophisticated targeted threats at a very early stage, and effectively respond to them, reducing the costs and damages caused by such attacks.

Cybereason is headquartered in Cambridge, MA.

### ***Key Activities***

- Deliver sales and technical pre-sales support to customers
- Technical qualification of the solution against a customer's business pain points and environment
- Host web presentations and online demonstrations to customers and internal sales teams
- Develop customer facing product and solution demonstrations that can be replicated across the SE team
- Provide support to trade shows and exhibitions within the region
- Respond to customer RFIs or RFPs

### ***Primary Requirements and Skills***

- 3+ years of experience as a pre-sales engineer in the security domain
- 6+ years of related industry experience
- General knowledge of IT infrastructure, Architecture, IT operations, and enterprise security principals; may have experience as an application developer, network, or systems administrator
- Industry Knowledge
- Ability to solve technical problems independently
- Persuasive in front of customers
- Team player

### ***Interview process will include:***

- Several interview sessions to determine if there is a mutual job and company fit
- Several skills assessment sessions:
  - o Presentation/whiteboard of technical material
  - o Technical Demo
  - o Objection handling role play