

Federal Senior Sales Engineer

We are in search of dynamic Sales Engineers (SE) to work with Digital Guardians' prospects and clients to craft enterprise-wide data security, data risk management and data loss protection solutions. In this role, the Federal Sales Engineer needs to be consultative in nature, able to analyze and understand a customer's business process challenges and objectives and create insightful solutions using Digital Guardian technology.

Position Description and Requirements

The Federal Sales Engineer (SE) works with Digital Guardians' Federal prospects and clients to craft enterprise-wide data security, data risk management and data loss protection solutions. In this role, the Sales Engineer needs to be consultative in nature, able to analyze and understand a customer's business process challenges and objectives and create insightful solutions using Digital Guardian technology. During this process, the SE needs to be able to conduct both strategic workshops (e.g., data security approach) and technical deep dive workshops (e.g., cloud applications). They need to be able to effectively demonstrate the product in action using virtualization technology tools like VMware. Finally, the SE needs to manage limited-in-scope proofs-of-concept by installing the solution in a live customer environment, configuring the solution and training the prospect on its operation.

Specific Responsibilities and Duties include:

- Assisting the sales team to drive revenue by helping to qualify accounts
- Analyzing customers business requirements and deriving security use-cases for implementation
- Preparing and delivering solution-based product presentations
- Delivering proofs-of-concept which meet customer business requirements
- Handling any technical question or issue which arise during a sales cycle
- Setting appropriate customer expectations
- Communicating customers' requirements to Digital Guardian product management, promoting ideas for new features/directions as they are reflected in customers' requests, and defining specific customizations needed by customers
- Working with Customer Support to resolve customer issues
- Working with the Professional Services Organization to transition implementation tasks

Requirements

- BS Degree in Mathematics or Computer Science minimum, MS and/or MBA degree a plus
- Active Secret Clearance - Minimum
- Prior sales and consulting experience in enterprise environments
- Strong project management, planning and organizational skills
- Deep knowledge of sales cycle and presales activities
- Excellent communication and presentation skills
- Ability to function as an individual contributor, plus management of teams and projects
- Five plus years' experience in sales engineering, consulting or professional services with a focus on large-scale enterprise software
- Experience in developing and conducting workshops with multiple client stakeholders
- Experience with Microsoft Windows desktop and server technologies, Mac OS, and Linux operating systems.
- Experience in conducting pilot or proof of concept-style projects

The travel component for the Sales Engineer varies depending on the sales cycle, and ranges from 40% to 60%.

About Digital Guardian

At Digital Guardian, we believe in data. We know that within your data are your company's most valuable assets. The sum total of innovations, plans and potential. We protect your company's sensitive information like it's our own so you can minimize risk without diminishing returns.

For over 10 years we've enabled data-rich organizations to prevent data loss at the endpoint. Our expert security team and proven Digital Guardian platform radically improve your defense against insider and outsider threats. Hundreds of customers across a wide range of industries rely on Digital Guardian to protect their critical information at the point of risk. Seven of the top ten IP holders and five of the top ten auto companies trust us with the integrity of their most valuable and vulnerable data. We take pride in knowing that, at this very moment, Digital Guardian agents are securing the sensitive data of the world's most inventive, influential companies

Digital Guardian offers a competitive compensation package that includes base salary and stock options. Our benefit package is comprehensive and includes Medical Insurance; Dental Insurance; 401(K); Flexible Spending Accounts; Vision, Paid Vacation/Holidays; Life Insurance; Short Term Disability; Long Term Disability; and, an exciting Stock Option Plan.