



TARGET DEFENSE

RECRUITMENT VACANCY

SALES ENGINEER

JOB TITLE	Sales Engineer
LOCATION	Orlando, FL
CONTRACT	Full-Time
SALARY	\$60K + bonuses

OVERVIEW

Target Defense is looking for a Sales Engineer to support our sales team in liaising with customers and prospects alike to provide technical expertise during the sales process. The role will report directly to our US Head of Sales supporting the sales team in delivering presales assistance to help close business. The majority of this will be delivered over the phone or on video calls, however onsite client meetings may be required from time to time.

The core function of the role will be to assist in determining the scope of works, across a variety of Cyber Security products & services, but with an initial core focus on Penetration Testing. While uncovering the work required to complete a project, this role will ultimately act as a trusted advisor and work with the relevant teams to assist in creating a comprehensive proposal, while influencing a positive sales experience for the client and presenting the business in the best possible light.

The role requires someone highly motivated, who can work independently and can build technical relationships with customers, to help understand their security challenges, and drive the right solutions. The candidate will be encouraged from the outset to share their own innovative ideas to help improve the customer presales experience and feeding back into the business to ultimately steer improvements to existing services and shaping new products.

The successful candidate will be responsible for supporting on calls with both existing customers, as well as new business opportunities, that are generally generated by inbound sales enquiries. The candidate will have prior presales experience, ideally in cyber security, with an understanding of Penetration Testing. Technical knowledge is a must for this role, and on top of this, a working knowledge of commercials and general business acumen will also stand the candidate in good stead.

Target Defense continues to evolve its innovative in house developed solutions and are looking for a people person, with customer centric qualities, that carries 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 some of the most talented and experienced security experts in the field, and a team of up-and-coming security rock stars based out of our Orlando, FL location.

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.

RESPONSIBILITIES

- Provide technical presales support on calls and meetings as required, being the main port of call for Penetration Testing scoping engagements
- Provide accurate scoping information for the sales team and assist in creating proposals using our automated tools
- Act as trusted advisor to support both the client & sales team alike, throughout the sales cycle
- Assist in improving sales conversion rates, by imparting your experience and knowledge into the sales process to positively influence the sale
- Endeavour to uncover new opportunities as part of the scoping exercise, when and where possible, feeding back these opportunities to the sales team
- Present technical aspects of sales presentations to customers & prospects, as required during the sales process
- Periodically look to develop and refresh the technical elements of sales proposals relating to areas of expertise, in a drive to constantly improve our offering
- Keep your finger on the pulse staying up to date on market trends and advancements in technology
- Maintain any current & relevant qualifications, whilst exploring new accreditations to improve in the role and add gravitas
- Undertake internal & external training, as required, to improve technical knowledge of Penetration Testing, alongside the wider suite of Target Defense products & services
- Liaise with the sales team to ensure slick customer communication, not only in arranging meetings, but ensuring achievement against internal SLAs to guarantee timely delivery at all times

SKILLS AND EXPERIENCE REQUIRED

- Strong, demonstrable knowledge of Penetration Testing
- Good knowledge of IT, Networking and Cyber Security methodologies
- Presales experience within the cyber security industry, or as a minimum, previous customer support role with ambition to progress into presales
- Excellent communication skills and the ability to be able to engage with varying levels of seniority, with experience liaising with C-level
- Customer centric individual with strong interpersonal skills that allow for technical 'Jargon' breakdown
- Experience in producing RFP/Tender responses
- Excellent written and verbal skills, with experience in presenting technical information
- Exceptional time management and attention to detail

PERSONAL ATTRIBUTES

- Motivated, self-starter, committed to personal development
- Own your responsibilities and bring a positive, can-do attitude to the business
- Enjoy and thrive in a high paced working environment
- Desire to learn new skills and develop your knowledge within Cyber Security
- A willingness to participate and aid in all aspects of the business, as required
- Problem solver, with a want to aid success internally and externally
- Innovative
- Honour your commitments
- Support your team
- Analytical with exceptional problem-solving skills
- Focussed on providing great customer service
- 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

BENEFITS

- 25 days annual holiday (UK and US);
- An additional day's annual holiday for your birthday;
- 401k contribution;
- Subsidized gym membership;
- Frequent team events;
- 100% Paid Health Insurance (individual cover only);
- Learning Allowance Benefit - a reimbursable benefit of \$100 per year (or equivalent) for you to spend towards your personal career development;
- Flexible working policy.

TARGET DEFENSE

YOUR BEST DEFENCE AGAINST CYBER THREATS

Target Defense is the US sales arm of innovative cyber security pioneer Bulletproof. Bulletproof is a UK-headquartered organization that provides its cyber security services globally. Target Defense services are the best way to stay ahead of the hackers, take control of your infrastructure and protect your critical business data. Target Defense's core belief is driving innovation through our range of cyber security products to deliver true value to the US market and beyond. Key to our success is the in-house SOC (Security Operations Centre). This is the command center of our cyber security operations, home to security analysts and researchers as well as being the base of operations for our penetration testing and scanning teams, as well as our strategy/compliance consultants.

Target Defense (Bulletproof) is:

- CREST approved
- Cyber Essential Plus certified
- ISO 27001 certified
- ISO 9001 certified

Our Staff are:

- CREST approved
- Certified Information Systems Security Professional (CISSP)
- Certified Information Security Manager (CISM)
- Certified Ethical Hacker (CEH)
- ISO 27001 Implementer
- CCNA and CCNP Security



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