US Pre-Sales Engineer

Description
Edgescan is seeking to hire a pre-sales engineer who will become a vital part of the sales team and Edgescan in bringing new leads and deals to the sales team

The role will have two functions
- Support the growth of Edgescan
- Support the growth of Edgescan Partners

Key responsibilities but not limited to:
- Assist in technical assessments of publisher properties to determine which products would fit best and then help to deploy those products
- Work to address highly complex technical issues with a customer-focused perspective
- Understand success indicators and ensure client ROI
- Provide extensive tactical and strategic pre-sales support for the Edgescan Sales Team and our publisher partners
- Deliver content and training to customers on site, over the phone, or via web conference
- Work closely with the Product Team to bring customer feedback from the field into product
- Ongoing collection and dissemination of technical competitive information
- Spearhead the technical trial process for prospective clients
- Act as a technical resource for all customer facing teams

Required
- At least 2 to 5 years of IT or Cyber Security experience
- At least 1 to 2 years of presales experience in one or more of Vulnerability Management (VM), Data Protection and Governance, Risk and Compliance (GRC) solutions
- Knowledge in information security technologies & cyber threat actors, cyber-crimes and fraudulent activities targeting various industries
- Knowledge of industry-recognized analysis frameworks (Kill Chain, Diamond Model, NIST Response)
- Dynamic individual and team player with positive working attitude
- Good communication and written skills
- Passionate about Cyber Security
- Relevant diploma or degree qualifications in Information Technology or Cyber Security

Where to Apply
Please send your CV to careers@edgescan.com.

About Edgescan

Edgescan provides fullstack vulnerability management for thousands of systems globally. Combining advanced technology with consultant expertise, edgescan delivers application and hosting/cloud environment security solutions that reduce risk, reduce cost and help ensure the deployment of secure applications, cloud platforms and hosting environments.

Edgescan is a software-as-a-service platform providing dynamic application security testing (DAST) and host layer vulnerability management coupled with expert validation and support.

The company is headquartered in Dublin Ireland, with partners across the U.S. and Europe. For more information on Edgescan, please visit www.edgescan.com