



Sales Engineer

Level: Senior-Level

Location: LA Area and New England/NY Area

Travel Requirements: Mostly local travel to customers. Less than 10% national travel.

Compensation: DOE

Job I.D.:

About Foresite:

Foresite is a global service provider delivering a range of managed security and consulting solutions designed to help our clients meet their information security and compliance objectives. In the face of increasingly persistent cyber-threats, Foresite's solutions empower organizations with vigilance and expertise to proactively identify, respond to, and remediate cyber-attacks and breaches where they occur. Our team of industry veterans work as an extension of our clients' staff providing peace of mind while securing their most important assets.

About the position:

Foresite is looking for driven and articulate pre sales individuals with at least 5+ years' experience selling Managed Security Services. This is a senior opportunity for a career in a rapidly growing solutions company.

Successful candidates will be able to demonstrate an excellent understanding of the security industry and how to position the value of managed security services.

Responsibilities:

- Align with Partner Account Director to drive revenue through our channel partners
- Take technical lead in customer calls and meetings articulating how our services are delivered, the value of our offerings, and deliver customer portal demo's
- Effective and prompt communications with clients and internal staff/management
- Provide input to constantly improve our products and services to add value for our customers and shareholders
- Participate in company compliance initiatives relevant to ISO, NIST, PCI etc.

Qualifications:

- Bachelors or equivalent work experience; preferred Bachelor's degree in Computer Science
- Minimum of 5 years' hands-on experience within a pre-sales role aligned to a sales team
- Ability to demonstrate a detailed knowledge of security industry and managed security services
- A highly entrepreneurial spirit ... a "make it happen" attitude and approach
- Must possess a high degree of intelligence, competence, maturity, adaptability, resilience, integrity and initiative
- Clear, logical and persuasive communication skills with an ability to work closely with executives and employees at all levels

- Excellent attention to detail
- Genuine passion for Information Security

Skills:

- Professional demeanor and strong work ethic
- Strong written communication skills
- Strong verbal communication and collaboration skills including the ability to work with both technical and non-technical customers/
- Ability to apply critical thinking and logic to a wide range of intellectual and practical problems
- Ability to maintain composure under pressure and work calmly during an emergency
- Ability to manage multiple tasks and schedules