



Job Description – Senior Security Software Sales Engineer, EMEA

POSITION RESPONSIBILITIES

This is a senior level Sales Engineering role, which entails customer, prospect, partner, and corporate responsibilities. The primary responsibility of the sales engineer role is to support sales, drive and elevate FoxT's position and penetration into the allocated Territory. The Sales Engineer will be internally and externally focused on FoxT's functional operations in support of customer sales and market requirements. This person will be responsible for working with sales to drive the implementation of strategic initiatives to accelerate growth related to sales activity in the allocated Territory.

The essential duties of the Sales Engineer shall be in offering the FoxT product solutions to customers and prospects, including-

- Technical Sales leadership
- Determining FoxT Solution based on Customer / Partner requirements
- Proofs of Concept
- Product presentations & demonstrations
- ROI calculations
- Architecture & Integration guidance

The Sales Engineer will be able to:

- Support sales and business initiatives and integrate sales related processes across the company in the allocated Territory
- Work with Sales Leadership & Sales Executives to develop, communicate, and implement effective sales growth strategies and processes for FoxT's business
- Serve as the thought leader for product positioning of FoxT in the allocated Territory regarding product requirements and architecture, selling trends, competitive landscape, marketing programs and communications
- Facilitate feedback to different areas of FoxT's business regarding client needs, operational needs, business opportunities, product features & functions, and marketing/sales programs
- Support the FoxT business in the allocated Territory to achieve and surpass sales and business goals and objectives
- Provide detailed representation of FoxT solutions at Executive level high-stakes meetings with prospects, clients, and technology/channel partners
- Work with Marketing & Sales Leadership to support Lead Generation activities
- Recommend creative selling and product positioning techniques based on market and product knowledge
- Overcome technical or architectural challenges within existing or new Customers, and coordinate communication and activities required
- Assist in developing brand identity and recognition in the allocated Territory
- Provide accurate and timely assistance to the Sales Executives Forecast's using the appropriate Sales Tools and Processes and maintain all relevant information about Customers, Prospects, Campaigns, and Leads using the tools provided



PROFESSIONAL QUALIFICATIONS

- Degree or similar Computer Science qualification preferred
- Minimum 5 years Sales Engineering (or similar) experience in the allocated Territory.
- Strong experience with UNIX/Linux and Windows/Active Directory administration and operations
- An understanding of security concepts and the development of security roles within organizations that meet functional, technical and regulatory requirements
- Prior experience with the BoKS Software solution (formally "Keon™ Unix Security Platform" or Keon™ UnixControl™) is preferred
- Teaching experience of security concepts, and operational execution utilizing tools and products would be a nice to have
- Familiarity with business and IT Operations compliance regimes
- Enterprise application authentication, and Single Sign On experience preferred
- Operational experience with LDAP Directories, and LDAP Authentication methods
- Superior communication and interpersonal skills; ability to build relationships at multiple levels to work cross organizationally toward solutions; excellent leadership and consensus building skills

Other Position Requirements:

- Travel: 50% of the time.
- Telecommute: Yes
- Remote presentation and product demonstration skills
- Reports To: VP, Field Operations

Recruiter submissions are not invited