



Pre-Sales Engineering role in IoT at Device Authority

## Director Pre-Sales Technical Solutions Engineering– (Remote) North America

Preferably based in the USA (Central or Pacific Time Zones ideal), the Pre-Sales Solutions Engineering Director will technically be responsible for all pre- sales activities and support the North American Sales and Business Development leads. He/She will have experience in the IoT or InfoSec markets and working for a software and SaaS based company.

### Responsibilities:

Participate in the creation, presentation, and delivery of a complete value proposition via the telephone, internet, webinar and customer meetings.

Proactively engage with technical contacts to ensure they understand the value of Device Authority and address any technical concerns.

Manage customers' expectations and delivery of POC to ensure success.

Provide technical feedback to Product Management and Development teams to ensure customer input is considered for future product strategy.

Participate in weekly calls with the CTO and other members of the sales and technical teams.

**Reporting to: National VP & the CTO (dual reporting for now)**

### Desired Skills and Experience

You are a top-tier technical pre-sales executive, experienced in positioning SaaS to the OEM and Application markets. A prior track record within the M2M or IoT space is extremely advantageous. You love being an integral part of the adoption of cutting-edge security technologies and enjoy educating customers about the ways that your company's technology will improve their performance and solve real problems. In addition to being results focused, you love seeing that customers are getting a benefit from the solutions you deliver.

### Qualifications/Skills:

- BSc/BA and a minimum of 5+ years of direct pre-sales sales experience, selling SaaS or subscription based and/or enterprise software to VP, SVP, and C- Level Executives.
- Experience in the IoT and/or InfoSec or Data Security markets. [IoT Security sales](#) is a +
- Excellent communication skills both written and verbal with internal/external clients. A good listener and expert in independently diagnose customer's technical challenges.
- Ability to present in person and over phone/webex and engage with prospects to fully understand their technical

requirements.

- Technically manage POC to ensure it is delivered on time while meeting agreed success criteria.
- Ability to write proposals and provide product marketing support to the company, working with the Marketing team and Development team.
- You are a proven, successful pre-sales person, with the ability to sell solutions (not a product) to C-level executives or line of business.
- Ability to play in a team environment with the ability to work independently and remotely from other members of your team.
- Has the drive and self-motivation to be based remote but very active and visible in this exciting IoT marketplace.
- Travel will be required for this position throughout North America and occasionally the UK or as needed.
- Enjoyment of startup culture with all its growth and change; flexible personality.

**Compensation:** Base Pay (\$130K-160K) based on experience, + Bonus, +Equity, Benefits

**Submit applications to [careers@deviceauthority.com](mailto:careers@deviceauthority.com)**

## About this company:

Device Authority provides simple, innovative solutions to address the challenges of securing the Internet of Things (IoT). We help our customers simplify the process of establishing a robust, end-to-end security architecture within the IoT and deliver efficiencies at scale through security automation. The Device Authority IoT security platform is purpose-built to address these challenges through automated device provisioning, credential management, secure updates, and policy-driven data encryption.

With offices in San Ramon, California and Reading, UK, Device Authority partners with the leading IoT ecosystem providers, including Microsoft Azure, AWS, PTC ThingWorx, Venafi, Entrust, Symantec, DigiCert, Dell and Intel. Keep updated by visiting [www.deviceauthority.com](http://www.deviceauthority.com) and following @DeviceAuthority on Twitter.



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