Director Pre-Sales Technical Solutions –

(Remote) EMEA

Preferably based in the UK, the Pre-Sales Solutions Engineering Director will technically be responsible for all pre- sales activities and support the EMEA 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: EMEA VP & 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.
- Some travel will be required for this position throughout Europe and occasionally APAC as needed.
- Enjoyment of startup culture with all its growth and change; flexible personality.

Compensation: Base Pay based on experience + Bonus + Equity + Benefits

Submit applications to careers@deviceauthority.com or apply on Linkedin here

About this company:

Device Authority is a global leader in securing machine identities and enabling zero trust for IoT. Device Authority's KeyScaler is the only platform to automate and manage machine identities throughout their lifecycle, delivering automated device provisioning, authentication, credential management, policy-based end-to-end data security/encryption and secure updates and providing complete device, data and operational trust.

Keep updated by visiting www.deviceauthority.com, following @DeviceAuthority and subscribing to our BrightTALK channel.