# Sales Engineer Iberia

### Description

Job description: As a Sales Engineer youâ��ll work with our growth sales team and deployment engineers in pre-sales situations to solve challenging problems for enterprise customers. Youâ��ll lead complex enterprise pilots and assist with deployment of our solutions to ensure success. Meet with current customers, understand their current usage while expanding into new upsell and cross-sell opportunities, discovering requirements, field technical questions, and demonstrate capabilities. You should have a combination of engineering skills, an analytic mindset and business savvy. Responsibilities: Understand current product portfolio and success criteria Work with Customer Success Managers to support trials, upsell and cross-sell Plan and manage product proof of concept efforts Develop sample use-cases and analytic demos Address critical analytical, technical, and operational issues Drive user adoption across a variety of use cases Qualifications: We want to see your work, interesting projects you have completed, your analysis experience, and your technical skills Demonstrated success in pre-sales role preferred Experience in an analytical role (intelligence, military, cyber, business operations, etc.) Ability to collaborate and communicate with technical and non-technical personnel from deep geeks to top execs Cyber security or threat intelligence experience is a plus, with a background in one of the following areas: SOC/SIEM, Vulnerability Management, IR/Red team, Threat Hunting & Research Either product or operational experience Willingness to travel at least 35% Fluency in English and Spanish Please mention the word **VARIETY** and tag RMzUuMjQ1LjExOS4yNDA= when applying to show you read the job post completely (#RMzUuMjQ1LjExOS4yNDA=). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

### Contacts

Job listing via RemoteOK.com

**Hiring organization**
Recorded Future

**Job Location**
Madrid, Madrid, Spain

**Base Salary**
$ 60000 - $ 110000

**Date posted**
May 29, 2024

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