

# Partner Solutions Architect

## Description

As a Sr. Partner Solutions Architect, you will be part of the sales team responsible for supporting our National Channel Resellers/Partners, reporting to the Manager of Channel Solutions Architecture. You will work closely with partner facing account reps, and directly with our partners to build and execute the Wiz + Partner technical strategy and solutions, from the ground up. As the go-to technical expert you will help partners rethink how they approach cloud security and how they set a preference with customers for the Wiz + Partner solution. You will be the trusted technical advisor to your partners for all things related to cloud security across: AWS, Azure, GCP, and other CSPs. At Wiz, we are passionate about technical sales and helping our partners and their customers achieve maximum value from our solution. We believe this all starts with a team effort working very closely with all resources available at Wiz and by teaming with the best partners in the world.

**WHAT YOU'LL DO**

- Deep expertise in building and delivering technical results and solutions with national security (reselling) partners.
- Ability to deliver world class demo and training experience to our Partners.
- Excellence in communication and have experience of speaking at conferences
- Thrive in a creative technical role assisting partners building a technical business delivery model.
- Experience in a sales engineering role delivering solutions to C-level executives at Technology Partners.
- Ability to travel 75%
- WHAT YOU'LL BRING**

  - Cloud security experience. AWS/Azure/GCP hands on experience.
  - Strong operating system, virtual machine, and container knowledge.
  - DevOps experience and familiar with CI/CD process.
  - Understanding of: cloud identity, access, certificates., and keys.
  - BONUS POINTS** Experience with traditional CSPM tools. SaaS Selling experience. CSP Certifications.
  - Knowledge of risk-based security assessments and frameworks.

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## Contacts

Job listing via [RemoteOK.com](https://www.RemoteOK.com)

## Hiring organization

Wiz, Inc.

## Job Location

Remote

## Base Salary

\$ 65000 - \$ 125000

## Date posted

June 6, 2024

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