

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

Hiring organization

Wiz, Inc.

Job Location

Remote

Base Salary

\$ 65000 - \$ 125000

Date posted

June 6, 2024

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