Enterprise Sales Engineer

Description

In the cloud, every second counts. On the leading edge of security, Sysdig stops attacks in real time by instantly detecting changes in cloud security risk with runtime insights and open source Falco. We are passionate open source enthusiasts at heart and technical problem-solvers who are continually innovating and delivering powerful solutions to secure cloud-native applications.We value diverse opinions and open dialogue to spur ideas. We believe in working closely together to achieve our goals, and since our launch, we have been flexible with when and where we work. Weâ??re an international company that understands how to cultivate a strong culture across remote teams. And weâ??re a great place to work too â?? weâ??ve been named a â??Best Place to Workâ?? by Inc.,the San Francisco Business Times and the Silicon Valley Business Journal, and we won six workplace awards from Comparably this year. We have been recognized by Deloitte as one of the 500 fastest-growing organizations for the last four years. We are looking for driven team members who want to join us on our mission to lead cloud security globally. Does this sound like the right place for you?nWhat you will do Drive in-depth discovery discussions with prospective customers to understand their environment and associated needs.Conduct virtual and live product demonstrations.Interface with teams at Sysdig to evangelize offerings tailored to specific customer needs.Assist customers with POCs and drive success.Interface with Sysdig support, customer success, and professional services teams to ensure Sysdig customers are power users of the product.Help shape the culture and future of the Sysdig Sales Engineering organization.Demonstrate a strong understanding of the security landscape and articulate the general challenges of securing cloud-native applications.Speak cogently about the intersection of CNCF/OSS projects and commercial offerings.Be a trusted advisor to customers and prospects, helping them navigate this new technology space.What you will bring with you8+ years of technical sales experience with infrastructure or enterprise software.Exposure to the container ecosystem and microservices.Significant experience working with Fortune 500 customers.Optimism and energy, with a love for engaging with peopleâ??whether they are customers, prospects, or community members.A history of success working directly with end users.World-class reliabilityâ??our customers will expect rapid responses to product questions.Experience balancing multiple customers while achieving quick results.Client management and organizational/business awareness.Prior startup experience is highly preferred.Command line proficiency in Linux and Mac OS X.Strong written and oral communication skills, with proven client-facing abilities.Programming proficiency (optional but highly encouraged).A BS in EE/CS from a top university (optional but highly encouraged).What we look forVirtualization and "The Cloud" (AWS, GCE, Azure, SoftLayer, VMware, OpenStack).Big Data and its application in distributed systems.Metrics, monitoring, and alerting.Java, AWS, Linux, Mac OS X.Persistent data stores and queuing systems.Networking.Security software.Why work at Sysdig?Weâ??re a well funded startup that already has a large enterprise customer baseWe have an organizational focus on delivering value to customersOur open source tools (https://sysdig.com/opensource/) are widely used and loved by technologists & developersWhen you join Sysdig, you can expect:Competitive compensation, including equity opportunitiesAn international culture with employees in more than 40 countries Flexible work arrangementMental well-being support for you and your family and company-wide recharge daysCareer growth and development opportunitiesnThe U.S. annual on target earnings (OTE) range for this full-time position is between $188000 and 235000 USD/year. This range represents a combination of annual base pay and targeted commission. Actual offers may be higher or lower than this range based on a variety of factors,

Hiring organization
Sysdig

Job Location
Flexible – MA

Base Salary
$ 65000 - $ 110000

Date posted
June 12, 2024

Apply Now

including (but not limited to) the candidateâ??s work location, job-related skills, experience and education.We would love for you to join us! Please reach out even if your experience doesnâ??t perfectly match the job description. We can always explore other options after starting the conversation. Your background and passion will set you apart, especially if your career is unconventional.Some of our Hiring Managers are globally distributed, an English version of your CV will be highly appreciated!Sysdig values a diverse workplace and strongly encourages women, people of color, LGBTQIA+ individuals, people with disabilities, members of ethnic minorities, foreign-born residents, and veterans to apply. Sysdig is an equal-opportunity employer. Sysdig does not discriminate on the basis of race, color, religion, sex, national origin, age, disability, genetic information, sexual orientation, gender identity, or any other legally protected status.#LI-DS1#LI-HybridPlease mention the word **PLEASES** and tag RMTguMjM3LjIwNC4xMTE= when applying to show you read the job post completely (#RMTguMjM3LjIwNC4xMTE=). 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