Security Engineer

Description

Your Role:Tenable is seeking a Senior Security Engineer to support demos and evaluations of enterprise opportunities across the territory. Assist in developing business value propositions around Tenable's products and solutions. Drives sales with technical expertise, account management skills, sales ability and a superior customer focus. Participates as part of a sales team to achieve or exceed revenue targets.Your Opportunity:Deliver technical presentations and demos of Tenable Enterprise productsManage enterprise software trials and "Proof of Concept" evaluationsAnswer technical questions and provide consultative security & compliance expertiseUse technical skills to demonstrate to potential customers how and why to use Tenable productsExecute "Proof of Concept" evaluations of Tenable products against customer requirementsMaintain current customer relationship and develop new onesPotentially help identify and develop new product conceptsProvide status reports including trends in territory, upcoming events, follow-up and adherence to goalsWhat You'll Need:Experience with securing modern cloud computing infrastructures such as AWS, Azure, GCP, etc.Experienced in DevOps and Cloud Security toolsKnowledge of Terraform, AWS CloudFormation, or other cloud automation toolsStrong understanding of designing and architecting security in the cloudUnderstanding how to craft a tailored demo vs delivering a canned demoEngage with large clients to architect solutions that best meet needs including offering best practice recommendations, on-the-fly solution suggestions and relevant lines of questioning that may not have been prepared in advance of the conversationSkill and confidence in leading discussions from a deep technical level to the executive levelA strong self-starter attitude and determination to winSolid teamwork skills, teamwork is everything at TenableSolid Interpersonal â??smartsâ??And Ideally:Prior experience working in a cloud security-related technical pre-sales roleKnowledge of Cloud-specific Compliance & Governance standards and industry best practicesKubernetes knowledgeBS in Computer Science or related field, 8-10 years of direct SE experienceCloud Service Provider certificationsCISSP, GIAC, CEH, or other security-related certificationsPlease mention the word **OVERTAKEN** and tag RNDQuMjMzLjExNi41Nw== when applying to show you read the job post completely (#RNDQuMjMzLjExNi41Nw==). 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

Tenable, Inc.

Job Location

Remote

Base Salary

$ 60000 - $ 110000

Date posted

June 14, 2024

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