

Cryptosense

40 Bis rue du Faubourg Poissonnière 75010 PARIS France

Registered in Paris, N° SIREN : 795 070 317, at 231 Rue Saint Honoré, 75001 Paris

Pre-Sales Engineer Job Offer vacancy: now

Our company –

A spin-off from a French research lab in applied cryptography, Cryptosense is a software start-up created in 2013 that makes the first software tool for detection and remediation of security vulnerabilities linked to misuse of cryptography. The company is VC funded and preparing its Series A fundraising in 2018.

Your role –

As part of the business development team, you'll work directly with the management of the company to ensure our clients understand and benefit from the full value of our solutions. Your technical skills in cryptography and computer science are a key element in the success of our business development operations. You'll play a determining role in our lead qualification process and sales funnel management. Driven by client success, you will also contribute in the production of value added content for our customers, especially our Crypto Knowledge Base.

Your job at Cryptosense –

- Feed the Cryptosense Knowledge Base
- Prepare and executes demos for prospects/clients
- Answer clients' technical questions to qualify the capabilities of Cryptosense's products, provides the relevant documentation to clients all along the sales funnel process
- Manage deals with clients, push them through the sales funnel, prepares quotes
- Chase up prospects after lead gen engagement: phoning, qualification, demo.
- Identify clients needs, actual or future ones
- Liaise with operations and engineers to initiate clients deployments
- Contribute to the redaction of technical parts in RFPs or subvention/competition application files
- Make sure the clients are informed of our products' evolutions
- Work with marketing to produce collaterals
- Work with Operations as technical referent

We're looking for someone who –

- Has a good academic and practical knowledge of cryptography
- Has a good practical knowledge of computer and networks architecture, especially SaaS and Cloud industries
- Is client oriented, not tech oriented
- Is dedicated to understanding clients' problems and solving them

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- Driven by clients' success
- Knows what a sales funnel is
- Has a good understanding of the value added Cs delivers to the different types of clients Cs has
- Has excellent writing skills
- Bonus: knows the software industry

Your profile –

- Experienced Junior, with 1 to 5 years of experience
- Strong analytical skills and capacity to address complex situations
- A team player, willing to get involved in a hot tech start-up at a key moment of its development
- Fluent in English

Location: central Paris, France.

Working language: English & French.

Applications: jobs@cryptosense.com