



SALES ENGINEER

VMRay is growing and we are always in search of skilled and enthusiastic people who are passionate about technology and excited about advancing their careers on the leading edge of Internet security. VMRay's Sales Engineer is responsible for the technical relationships with existing and prospective customers. In this role, you will also identify our customer's security needs and align our product's capabilities accordingly. This role is an important element of our sales effort to drive new business. The Sales Engineer plays a key role in our sales team for achieving or exceeding revenue targets. We all need to lend a hand as our Boston office grows so contributing to other facets of the sales cycle may be a part of the initial requirements.

EXPECTATIONS:

- Responsible for demonstrations of our product, technical discussions, and design solution recommendations
- Have deep technical understanding of VMRay's solution and the ability to illustrate our product's value to prospective customers
- Illustrate in a compelling manner the components of VMRay's solution that are differentiators in the market
- Address complex technical situations with partners and customers
- Foster strong relationships both internally and with prospective customers as the point person on the technology
- Understand the client's business model in order to align our product with their objectives and capabilities
- Participate in the completion of RFI/RFP documents, bid coordination, prospect qualification, discovery and requirements gathering
- Support sales and marketing initiatives such as Trade Shows, Analyst Meetings and Conferences to increase brand and solution visibility (e.g. staff company booth)

QUALIFICATIONS:

- Bachelor's Degree
- 7 years of experience in a technical environment
- Experience with Jira, Zendesk or other tracking tools
- Experience in configuring and managing virtualized environments such as KVM
- Strong knowledge of Windows and Linux system administration
- Strong knowledge of computer networking fundamentals – including familiarity with common protocols like TCP/IP, DNS, HTTP, NFS, SSL
- A background in IT security is a plus, preferably including malware detection and analysis experience
- Experience with Python, REST APIs and Unix shell scripting

- Experience in software development a plus
- Self-motivated and results driven
- Proven success in fostering strong relationships and engaging customers – previous customer-facing role would be preferred.
- Experience delivering technical demonstrations both in person and via the web to a variety of audiences
- Sound business judgment and decision making skills
- Highly organized, able to prioritize and multi-task

EEO STATEMENT:

VMRay is an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability status, protected veteran status, or any other characteristic protected by law.

WHAT WE DO

VMRay delivers 3rd generation threat analysis and detection using advanced agentless hypervisor-based dynamic analysis. The VMRay Analyzer is platform independent and highly scalable, the result of a decade of R&D by some of the world's leading experts on dynamic malware analysis. By monitoring at the hypervisor level, it is undetectable by malware running in the target operating system. Based in Bochum, Germany and Boston, MA VMRay works through channel partners and OEMs to serve leading enterprises around the world.

WHO WE ARE

VMRay was founded by Carsten Willems and Ralf Hund. Prior to VMRay, they collaborated for years in several academic projects, such as the dynamic behavior analysis of malware, clustering and classification of malicious code, vulnerability research of Windows systems, and reversing/breaking the encryption of contemporary satellite phones. After each receiving their Ph.D., they founded VMRay to transform their deep expertise in malware research into useful ways to make the on-line world a safer place.

WHAT WE OFFER

VMRay offers a chance to be part of an early stage and fast-growing company, many different career development possibilities, a friendly and open work atmosphere, flexible working times, competitive salary and benefits, and the opportunity to work with cutting edge technology!

HOW TO APPLY

We are looking forward to your application! Please send via email only to

vmraycandidates@gmail.com

We'll consider qualified applicants from outside of Boston, but no relocation costs are covered.

No recruiters please.