



## Sales Engineer

Are you looking for an opportunity to have significant impact at a great company while building your career? Censornet has built a truly innovative cloud security platform that has no peers in the industry and is seeking a highly motivated Sales Engineer to join our team.

Censornet is a fast growing, dynamic UK headquartered company who are passionate about protecting people, data, and brands from today's advanced threats and compliance risks.

### The Role:

We are looking for a proven expert in cybersecurity, email and data protection. The Sales Engineer position will be based out of our Basingstoke office, requiring regular travel to customer or partner sites. Reporting to the European Sales Engineering Manager, you will be working within the sales team covering the UK and Northern Europe, supporting our Account Managers, channel partners and customers. In this role you will deliver exciting and informative product demonstrations to potential and current Censornet customers, assist in professional services deployments, technical training and industry seminars and/or trade shows.

### As a Sales Engineer you will:

- Collaborate with Censornet sales professionals as well as channel partners, to help deliver the most successful security platform for each customer
- Take the lead as the customer's technical main point of contact and become the trusted advisor. This may include technical Q&A, RFP response and more, with the ultimate goal of maintaining a world class customer experience
- Design complex web, email and data security solutions and assist in the building of quotations for customer sales presentations
- Share and relay experiences and customer feedback to Product Management, Marketing and Product Development teams to help our tradition of continuous improvement
- You will become an expert in Secure Web Gateways, CASB, Email Security Gateways, Advanced Persistent Threats, Attack Protection, Threat Response and Data Loss Prevention (DLP)



## The successful candidate will have the following skills and experience:

- Expert level experience in cybersecurity, either secure messaging, content or application security
- Experience managing or implementing enterprise email solutions such as Exchange, O365, Lotus Domino or savant level knowledge of SMTP
- Extensive industry experience in sales/system engineering
- Experience selling software solutions to large Enterprise organizations, with proven track record
- Deep understanding of the market landscape and competition
- Thorough understanding of various web and network protocols including SMTP, LDAP, HTTP, TLS, TCP and more
- Excellent communication (written and verbal), presentation and negotiation skills
- Fluency in English is required, any additional language would be a plus
- Degree in Computer Science preferred, but not required
- CISSP or other industry certification optional
- Willingness to travel throughout the UK and Northern Europe on occasion

## The successful candidate can expect from us:

- Competitive salary
- Share Options
- Private Medical Insurance, Critical illness cover and Death in Service
- Pension
- 24 days holiday, additional days holiday for your birthday and standard UK Bank Holidays
- Free parking
- Personal development

## Why Censornet:

As a customer focused and driven-to-win organization with leading edge products, there are many exciting reasons to join the Censornet team. We believe in hiring the best the brightest and cultivating a culture of collaboration and appreciation. As we continue to grow and expand, we understand that hiring the right people and treating them well is key to our success. If you like wild growth and working with happy, enthusiastic over-achievers, you'll enjoy your career with us