



## 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 an enthusiastic and knowledgeable individual that's looking for a opportunity to work in cybersecurity, email and data protection areas. The Sales Engineer position will be based out of our Basingstoke office, requiring regular travel to the office, customer and partner sites. Reporting to the International Sales Director, you will be working within the sales team primarily covering UK & IRE, 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, run proof of concepts, assist in professional services deployments, providing technical training to our partner & customer base and participate in industry seminars and trade shows.

### As a Sales Engineer you will:

- Collaborate with Censornet Account Managers as well as channel partners, to help position Censornet solutions to prospects.
- Lead customer technical demonstrations alongside account managers to showcase the Censornet Portfolio.
- Act as the customer's main technical point of contact during the sales cycle, this may include technical Q&A, RFP responses and more.
- Be responsible for the successful management and delivery of proof of concepts to Censornet customers and prospects.
- Share and relay experiences and customer feedback to Product Management, Marketing and Product Development teams to help continue Censornet innovation.
- Advance your knowledge in Secure Web Gateways, CASB, Email Security platforms, Multi Factor Authentication, Advanced Persistent Threats, Attack Protection, Threat Response and Data Loss Prevention (DLP).



## The successful candidate will have some or all of the following skills and experience:

- Minimum of 2 years' experience as a Sales Engineer.
- Experience managing or implementing enterprise email solutions such as Exchange, O365, Gsuite.
- Knowledge and/or Experience managing or implementing enterprise Secure Web Gateway solutions.
- Knowledge and/or Experience managing or implementing enterprise Multi Factor Authentication solutions (optional).
- Knowledge and/or Experience managing or implementing enterprise CASB solutions (optional).
- Some industry experience in sales/system engineering either in a reseller or distributor environment.
- Knowledge of Microsoft domains environments On-Premise, Hybrid and Cloud.
- An understanding of the Web security and Email Security market landscape and competition.
- An understanding of various protocols including SMTP, LDAP, HTTP(s), TLS, DNS, Kerberos, SAML, RADIUS, 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.
- Willingness to travel throughout the UK.

## The successful candidate can expect from us:

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

## Why Censornet:

As a customer focused and driven-to-win organisation 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.