Job Description
Pre-Sales Engineer

The Pre-Sales Engineer (PSE) supports sales productivity and deal flow by securing the "technical close" in complex solutions. The PSE collaborates with sales, service, development, and technical support resources to ensure proposed deals include technical solutions that accurately address customer needs and are appropriately supported by key technical stakeholders and decision-makers.

The Pre-Sales Engineering Team's primary responsibility is to assist their assigned Account Managers and Partners with the technical sales activities in new and existing opportunities. Each PSE is expected to work independently in our fast-paced environment.

Essential Functions:

- Understand and qualify customer requirements
- Deliver sales presentations
- Present technical information about SPHERE products and services
- Conduct product demonstrations and walkthroughs
- Manage all phases of Proof of Concepts including installations and final technical presentation
- Integrate SPHERE solutions into customer environments
- Present at webinars/seminars
- Respond to RFPs and RFIs and the technical development of SPHERE partners
- Articulate the importance of automated data visibility, cleanup, and on-going management solutions within Data Governance, Identity Access, and Privileged Access Management.
- Provide industry best practice recommendations within the Data Governance, Identity Access, and Privileged Access Management spaces.

Requirements:

- A minimum of 4+ years in a customer-facing role, preferably selling technology to Fortune 500 companies
- Demonstrated strong written, oral and presentation skills with the ability to discuss highly technical concepts to all audiences, ranging from technical engineers to non-technical executive level decision-makers
- Extensive knowledge of Active Directory and related Directory Services
- Extensive knowledge of Windows and Unix File systems. (Share, NTFS/CIFS and NFS Permissions)
- Experience conducting fast-paced POC's with complex solutions
- Exposure to Cloud-based collaboration solutions (such as Office365)

- Exposure to PAM Account Vaulting solutions (such as CyberArk and BeyondTrust)
- Exposure to IAM platforms (such as SailPoint)
- Exposure to Microsoft Exchange preferably in a systems administration role
- Self-motivated
- Exceptional technical skills
- Customer-focused
- Adaptable in a fast-paced, changing environment
- Sense of humor
- Achieves assigned productivity and revenue quotas
- Maintains deal through-put in early deal-sales process steps
- Achieves product growth targets for the assigned geography, channel, sales team, or account base
- Maintains high customer satisfaction ratings that meet company standards
- Travels in territory as required to perform job functions

To Apply

Send your resume to careers@sphereco.com

About Sphere

SPHERE is an industry-disrupting organization that has redefined how companies achieve controls across their environment. We've productized 10 years+ of experience into a purpose-built automation platform, SPHEREboard. The solution provides an innovative approach, starting with collection and incorporating remediation, of your most critical data, privileged accounts, on-prem Messaging and O365 assets. Our mission is to provide best-of-breed software and services for all your access governance needs. Our office is headquartered in Newark, NJ, across from the Newark Prudential Center and Newark Penn Station.

SPHERE is an equal opportunity employer. Applicants will be evaluated without regard to race, color, religion, sex, national origin, disability, veteran status, and other legally protected characteristics.