Remote Position, required travel could reach 30% at times.

Our Vision: 1touch.io helps enterprises **build trust through data awareness** by discovering, classifying , cataloging, and visualizing known and unknown sensitive data throughout the corporate data landscape.

We are looking for top Sales Engineers who are passionate about their role and willing to apply their technology experience in a new, growing and exciting market.

The role provides extensive tactical and strategic pre-sales support for the 1touch.io sales team. Responsibilities include delivering technical pre-sales support to prospects, customers, partners, and resellers; managing remote proofs of concept installations; and training partners on effective product positioning and technical sales. This position also works closely with internal teams—product management, marketing, R&D, and post-sales—to align solutions with customer needs and relay business requirements (RFEs) to R&D.

Responsibilities:

- Ensuring that customer needs are met, which may include product modifications and ability to be creative in solving customer needs.
- Identifying short-term and long-range customer issues, recommending options and courses of action, and implementing directives.
- Providing technical and engineering consulting by answering questions and challenges with discovery and classification of sensitive data
- Preparing cost estimates of virtual/physical appliances necessary for 1touch.io deployments according to customer requirements, consulting with engineers, architects, and other customer professional personnel.
- Ongoing collection and dissemination of technical competitive information
- Execute responsibilities using all possible media and methods including conference calls, emails, web demonstrations, on site visits, public presentations, trade show attendance and more.
- Conducting market education activities
- Identifying current and future customer service requirements by establishing personal rapport with potential and actual customers and others in a position to understand technical and design requirements.
- Gaining customer acceptance by explaining and demonstrating cost reductions, operational improvements and enhancing security posture and data governance, risk and compliance

Required Technical skills:
- 5 years' experience with cyber security vendors in sales engineering role
- Hands on functional experience with security platforms to include some of the following:
  o Big ID/Varonis
  o IXIA / Gigamon
  o Fortinet / Palo Alto / CheckPoint
  o Symantec DLP / ForcePoint DLP / TrendMicro
  o Public and Private Cloud Infrastructure (AWS, GCP, Azure , VMware etc...)
- Hands on functional experience with security products - SIEM, SOAR, DLP, DSPM
- Hands on strong functional understanding of networking
- Python programing skills

Required Personal skills:

- Extensive Pre-sales technical experience in the security domain
- Experienced with planning, development, delivery, and deployment of Proof of Concept projects.
- Ability to work in a team sales environment, participating in sales strategies as well as individual stand-alone sales activities.
- Ability to participate in and understand complex sales cycles
- Highly developed interpersonal & communication skills.
- Ability to rapidly understand and articulate new technology to our target market audience.
- A high sense of urgency and deep interest in serving the customer.
- Work Independent with the ability to work and collaborate with others as a team.
- Analytical ability and great problem-solving skills
- Excellent Presentation skills and ability to convey product value.
- Highly organized with abilities to prioritize sales engineering activities to support sales.

Advantages:
- Experience working with databases flavors – SQL, NOSQL, Cloud based Database Services.
- Experience working with automation tools such as Ansible, Terraform.
- Data protection experience with Privacy, Regulations, GRC tools
- Experience working with REST API, Apache Kafka streams
- Dockers, Kubernetes