Cybersecurity Engineer / Analyst, Pre-Sales

JOB DESCRIPTION

In this position, you will provide technical expertise to our account management team. The resource will work to understand client requirements and objectives for the purpose of designing service engagements and solution architectures. The resource is a key actor set to meet client goals and act as liaison between the organization's sales department and engineering groups. Here are examples of daily responsibilities:

- Prepare technical presentations and other materials required prior to meeting with clients
- Attend client meetings with members of the account management team
- Proactively scope service engagements and technology solutions required to address customer requirements
- Assess customer's met and unmet needs, and recommends solutions that optimize GoSecure value for the customer
- Help identify business opportunities and solutions through analyzing a client's current
- Respond to requests for information (RFI) or requests for proposals (RFP) from customers, crafting the detailed technical response portion
- Document technical components as part of proposals
- Coordinate the transition between pre-sales specifications and implementation teams once contracts have been signed.
- Provides coaching and professional development to sales team members in order to enhance their product knowledge and technical sales skills.

DESIRED SKILLS AND EXPERIENCE

The ideal candidate will have the following qualifications:

- Bachelor's or college degree of computer science, computer engineering or other relevant degree;
- 5+ years of cybersecurity industry experience, including two or more years in sales engineering or consulting
- Proven technology skills and outstanding interpersonal abilities
- Strong written and verbal communication skills in English and French
- Ability to work in a team environment
- Service-oriented personality
- Able to manage priorities and tight deadlines
- Able to be flexible and to speak to technical and non-technical audiences

The following personal abilities are favored at GoSecure:

- Excellent problem solving skills;
- Exceptional organizational skills;
- Ability to work independently and handle multiple tasks concurrently;
- Adaptable to diverse environments;
- Attention to detail and motivated to deliver exceptional quality
- Energetic and positive with a "can do" attitude.

GoSecure has a policy in place to support Canadian Forces reservists.

GoSecure has a strong continuing education policy for its employees, ensuring our personnel achieves graduate level degrees within a few years of hire.

ABOUT OUR COMPANY

Founded in 2002, GoSecure is focused on managing risks inherent to information management systems through its highly specialized Ethical Hacking and Managed Security Services.

Throughout its years in business, our firm of fifty dedicated engineers and analysts has distinguished itself by the depth of its technical knowledge, model ethics, and the overall professionalism demonstrated by its members. GoSecure combines the best technology through its partnerships and its unique know-how in regards to security trends, threats and solutions to meet the needs of its most demanding customers.