

# Turkey Jobs Expertini®

## Sales Engineer, Turkey

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Company: Cybereason

Location: Turkey

Category: other-general

### About the Company

Cybereason is on a mission to reverse the adversary advantage by empowering defenders with ingenuity and technology to end cyber attacks. Talking of technology, we posted the best results in the history of MITRE ATT&CK Evaluations and were named a leader in the 2023 Magic Quadrant for Endpoint Protection Platforms by Gartner Inc.

We have the technology, and now we are looking to expand our talent! - Come and talk to us about joining a market leader and a diverse team of passionate people who win as one, ensuring a customer-first approach is core to everything we do and never giving up on reversing the adversary advantage.

We are considering candidates located in Turkey.

### What you will do

Build & foster relationships with partners and customers, engaging on a technical level to close deals on a rapid fire sales cycle.

Possess presentation-ready knowledge and product expertise on all company products and services

During the qualifying process, confirms that Cybereason solutions meet the prospect's requirements and assists sales in technical qualification

Articulate and demonstrate Cybereason solutions, and position products and services relative to competition through presentations and/or conference call discussions to architectural groups, major lines of businesses, and C-Level executives

Understand the Attack life cycle and where the Cybereason solution helps and eradicates this issue

Actively delivers presentations at high level speaking engagements at seminars and trade shows

Relate to a wide range of technical staff and managers in customer environments

### **What we are looking for**

At least 2 years experience in a prior pre-sales experience in Endpoint Security, Enterprise Networking or IT Security solutions.

In-Depth knowledge of overall security industry trends, products and solutions, IT governance, risk management, endpoint solutions and compliance requirements.

Prior knowledge of Endpoint Security as it relates to the Attack life Cycle.

Ability to perform both independently and collaboratively as a strong team member

Experience supporting and working closely with a pre-sales and sales organization

Strategic approach to technical selling with a professional understanding of customer expectations

Highly motivated self-starter that does not need day-to-day management

Strong verbal and written communications skills with a focus on needs analysis, positioning, business justification, and closing techniques.

Excellent presentation and demonstration skills.

### **Why join now?**

Leading technology in MITRE ATT&CK Evaluations and the Gartner EPP Magic Quadrant.

Flexible remote working model.

Access to sales tools, people and processes designed to make you successful.

New hire stock equity.

Diverse and inclusive workplace culture.

## #LI-Remote

### More About Cybereason:

Our culture and how we operate reflects in our shared values. Our #Defenders are individuals with diverse skill sets and backgrounds who are driven to innovate and scale with our growing organization. We are a team that strives to learn from each other, solve challenging problems, and work collaboratively toward our goal of reversing the adversary advantage.

Core Values:

Win As One: The power of an individual is less than the power of a team.

Ever Evolving: Change keeps us at the forefront, so we encourage it.

Daring: To achieve the impossible, we must dare to be different.

Obsessed with Customers: We believe gaining our customers' trust is the most important part of what we do.

Never Give Up: We are tenacious and resilient, and we never stop.

UbU: We believe people can only unlock their full potential when they work somewhere that accepts who they are.

If these values resonate with you and our vision excites you, join us today and help us end cyber attacks from the endpoint to everywhere! #Defenders

Don't meet every single requirement? Studies have shown that women and people of color are less likely to apply to jobs unless they meet every single qualification. At Cybereason we are dedicated to building a diverse, inclusive, and authentic workplace (#uBu), so if you're excited about this role but your past experience doesn't align perfectly with every qualification in the job description, we encourage you to apply anyways. You may be just the right candidate for this or other roles.

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### Cross References and Citations:

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