

Algeria Jobs Expertini®

Sales Engineer

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Company: Trend Micro

Location: Algeria

Category: other-general

When you join Trend, you become part of a unique and diverse global family and you get to work towards a world safe for exchanging digital information.

ABOUT TREND MICRO

Trend Micro, a global cybersecurity leader, helps make the world safe for exchanging digital information. Fueled by decades of security expertise, global threat research, and continuous innovation, Trend Micro's cybersecurity platform protects hundreds of thousands of organizations and millions of individuals across clouds, networks, devices, and endpoints. As a leader in cloud and enterprise cybersecurity, the platform delivers a powerful range of advanced threat defense techniques optimized for environments like AWS, Microsoft, and Google, and central visibility for better, faster detection and response. With 7,000 employees across 65 countries, Trend Micro enables organizations to simplify and secure their connected world. For additional information, visit

POSITION OVERVIEW

The Sales Engineer (SE) will be the technical bridge between our Sales Representatives and their pre-sales customers. As a Trend Micro product expert will guide customers and prospects in the selection and deployment of Trend Micro Next-Gen security solutions and take joint ownership with Sales team in developing customer relationships, providing leadership in security architecture and help influence customer's technical strategy with strong problem-solving skills. A Sales Engineer is a trusted advisor to customers by developing an understanding of customer needs, risks, tolerance and technology gaps and implementation.

PRIMIRY RESPONSIBILITY

Apart from being a technologist, you are expected to understand customer journey with product and it's experience and help customer to navigate through it smoothly

Obsessed with Customer Success during entire part of his engagement, onboarding and product experience journey

A strong pillar to build and train sales organization. You shall be an extremely good storyteller and help sales team to sell better and effectively

Understand emerging ecosystem of cyber security partners like SOC services partner, CSP (cloud service partners), MSSP etc.

Leveraging channel partners by upscaling and training for customer engagement is integral part of the role

Conduct routine update on the new product/ technology to the internal sales staff

Work closely with Regional / Global Product Manager and Product Marketing Manager to obtain the latest Product/ Technology know how

Confidently deliver engaging technical demonstrations highlighting Trend Micro products advantages and benefits via solid messaging, presentation skills and public speaking

Encourage and empower the partners and channel to propose, position and convince the customers with our products and solution

Present to all levels of an organization complex technical issues and solutions in a meaningful, engaging, and digestible manner

Apply strong problem-solving skills to design solutions that solves the customer problems

Developing close relationships to help influence the technical strategy of the customer

Deliver training to customer and prospects about Trend Micro solutions

Working with company technical support personnel to ensure ongoing quality of support and customer health

Contribute to departmental best practices, strategies, methodologies and documentation for increased efficiencies

Continuous self-improvement and learning to maintain current technical knowledge, participate in technical communities of interest

Most of the sales engineers actively participate in webinar, workshop and other industry event as a speaker or panelist. Very good public speaking skill will be added advantage to the role

EXPERIENCE

Rich experience in delivering highest quality presales Support and Solution by bringing unique value on to the table for customers

Strong understand and knowledge on SOC operations, security analytics capabilities, cloud architect understanding, cloud native application security, SASE, CASB, Zero trust model will be key advantage.

Knowledge and understating on Microsoft O365, Azure, google, AWS services will be added advantage.

Exposure to security software solutions like Firewall, Content Security, Intrusion prevention, encryption, data leakage, data protection and monitoring security will be added advantage

Good written and spoken communication skills in English

A strong interest in all aspects of cybersecurity and a passion for customer security

Excellent of understanding of public cloud technologies such as AWS and Azure

Trend Micro strive to build an environment of equity and inclusion, which reflects diverse points of view. We welcome, value, promote, and celebrate diversity - the very experiences and attributes that make us who we are, including but not limited to race, ethnicity, nationality, gender, gender identification, sexual orientation, level of ability, age, religion, veteran status, socio-economic status, and political philosophy.

We embrace change, empower people, and encourage innovation. Join Trend Micro and

Thrive with us.

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