



Business Developer MA security - Singapore

In December 2020, we launched esChecker, a new SaaS targeting mobile application developers integrating in-app protections. We believe that in-app protections will be used by a growing number of mobile applications in different sectors, such as financial services, eHealth, etc. esChecker is designed to disrupt the security testing of mobile applications by providing SaaS services automating the security testing and managing the processes related to the compliance of an app to guidances and regulations.

eShard ambitions to be at the forefront of this whole ecosystem with an offer developed over the past few years focused on the mobile application security: the SaaS product esChecker, a penetration testing service and a set of specialized practical training. Our customers are located worldwide, in Europe, Asia Pacific and North America.

To serve our ambitions, we have recently created a dedicated business line in eShard focused on mobile application security and we have started actively to promote the solution in Asia.

We now open a new position of business developer in Singapore with the aim to develop and strengthen our regional network, expand our understanding of the market drivers and increase our revenue stream of Mobile Application security business.

Your responsibilities will be to join and contribute to the commercial expansion of this business line in Asia:

- You work with the regional managing director to define the local Go-To-Market strategy,
- You drive the MA security business line regional sales and marcom activities in line with the regional growth plan,
- You promote new products and services in a highly technical domain,
- You strategize the channel partnerships,
- You build the key accounts networks,
- You are accountable for the regional Mobile Application Business line commercial quantitative and qualitative successes.

This position concerns a person with technical background and up to 5 years of experience in sales or business development of SaaS, financial products and services.



Your day-to-day at eShard for this position

Here are examples of a tangible assignments you would be responsible for:

- Business development is your primary concern. You are aware that eShard's footprint is not large enough so far and it requires to build a plan to make eShard and the offering more visible to a large number of stakeholders. From the business plan, you understand that the first target is the banks. You develop an active strategy prospect over priority regional stakeholders. You leverage your network to investigate how to better promote our products and services. You research for in-countries strategic partners to help reselling our offers
- You contact some key regional financial institutions. You introduce and convince your contacts about the credibility of eShard and the benefits of our products and services. You lead them to trial our solution and move to more concrete technical assessment of our SaaS platform or our expertise. You lead the support phase with our corporate team and ensure that customers see the competitive advantage. You maintain your goal to get the customer to start the purchasing process of our products and services. Therefore you keep driving our team to deliver quality services and make sure that our customers see the value of them. During the process, you learn how eShard can continuously improve and give feedback to the organisation. And for all winning customers, you build reference and use cases to leverage the successes.
- You look at opportunities to make eShard more visible by either participating in regional events, participating in channels partners communication or even create our own promotion events. You aim to demonstrate our high quality positioning and contents to differentiate ourselves in the market. Therefore, you work with our corporate team to create contents that are relevant and unique to the region. You ensure that the goals are met, i.e. increase eShard brand awareness and lead opportunities.
- You report your business development progress and regularly update the CRM. Every week, you do a review and discuss the business developments activities and continuously think about ideas to increase the success rate. You submit ideas to challenge the status-quo or try to find new channel partners. If necessary you discuss your new priority if things do not work as planned.
- Since you are accountable for the sales result of MA business in the region. You set concrete targets, KPIs and report against progress to achieve them.



You report directly to the regional managing director in Singapore.

You are

Within eShard, you are excited to join an organisation that has an impact in the market. You are keen to keep learning and expand your knowledge in an international and highly dynamic technical environment.

What describes yourself includes:

- A track record in selling technical software and services in the financial sector,
- You understand the technical value of the products and services and you are always curious about their latest developments,
- You have a good business acumen,
- You are creative, willing to be challenged and change your view-point for the benefit of the customer and the company
- You like customer facing and convince people,
- You have a persevering attitude during challenging times
- You are collaborative and always keen to interface everybody,
- You are flexible, and like to meet customers.

About eShard

eShard is a five years old internationally-focused company developing with a strong innovation path in cyber-security. A particular area of strength is the security expertise for embedded and mobile products (including mobile app security, embedded software security, Trusted Execution Environment, embedded cryptography attacks).

Our highly educated R&D teams are continuously analyzing current and potential security threats, it enables us to be at the state of the art of attacks and protection or beyond it.

We think that great software are important for security, that's why we are selling high value software that are first in class.



We help customers to put the right amount of security in their product, and validate that with practical tests.

Everyone working at eShard embodies our 4 values : Excellence, Trusted, Collaborative and Disruptive. Our corporate culture is highly technical, our organisation fairly flat and our mindset flexible.

eShard provides an attractive remuneration package including an incentive plan and good health insurance.

Interested?

Send your resume and motivation letter to career@eshard.com.