



MA security Business Leader

In December 2020, we launched esChecker, a new SaaS targeting mobile application developers integrating in-app protections. We believe that in-app protections will concern 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: a SaaS service 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. Following this new organisation, we open a new position of business leader, with the aim to develop our footprint and generate a sustainable revenue stream.

Your responsibilities will be to join the management team and contribute to the sales expansion:

- You are accountable for the Mobile Application sales activity prospecting, acquiring and retaining a client portfolio covering EU, APAC and US markets,
- You build the business plan and strategy in line with the corporate ambition,
- You promote new products and services in a highly technical domain and report customer needs and orientations to the management team,
- You anticipate risks (technical, financial, legal, contractual, customers ...) and put in place preventive and evolutionary actions in order to manage them,
- You manage strategic and reseller partnerships,
- You report to the management team revenue and profitability forecasts and you monitor the KPI defined within the business plan,
- As part of the management team, you contribute to the main strategic decisions,
- You recruit and manage a sales team developing their hard and soft skills.



This position concerns experienced sales persons with a technical background and a strong entrepreneurial and international mindset. Your work and constant motivation will significantly contribute to eShard success.

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 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 a first target are the banks. You develop an active strategy of prospecting over different countries, mostly European and Asian in the first stage. You will drive by yourself this strategy and execute a good part of it.

You follow up personally with some tier 1 customers. Here you need to contact one of the biggest names of the international financial services. A few discussions took place when the product roadmap was shared but there were no recent progresses regarding their decision to buy product and services. Your aim is to review with them their decision process and how you can trigger a decision on their side.

An international fare is scheduled in two months. This is the opportunity to showcase eShard offering and entice new potential customers. Your objective is to make something strong, so you decide to involve different team members and organise a workshop to drag attention and expose eShard's offering value. Once defined, you set an action plan with the sales team and follow up its execution.

You drive a weekly business review with all eShard's sales involved on the business line, they can be located in different parts of the world. You make sure to coordinate the activities and suggest initiatives when more energy is needed to promote the business. This is the opportunity to follow up whether our resellers relationship deserves some adjustments. At the end of the meeting, the priorities and the assignments are clear for everyone.

You are accountable for the business line revenues as they were defined in the budget. Your aim is to create a profitable business, where the cost of sales decreases over the time targeting a sustainable revenue flow. For this, you make sure that the CRM is consistently filled out by the whole team. You are responsible for sharing solid sales forecasts to help eShard's management to make decisions for investments.



You report directly to the CEO.

You are

Within eShard, you are excited to join the company core team and have a strong impact in the success. You are keen to develop your skills and knowledge in an international and highly dynamic technical environment.

What describes yourself includes:

- A track record in selling technical software and services,
- You like technical stuff, and more particularly thinking about their value proposition,
- You understand the technical value of the products and services and you are always curious about their latest developments,
- You have a good business developer acumen and a strong entrepreneurial mindset,
- You are creative and a constant source of inspiration for promoting the product and services,
- You like customer facing and convince people about your products and services,
- You are collaborative and always keen to interface with the management and the team,
- You are flexible, and like to travel to customers and fares at times during the year.

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.