Program Leader MA Security

Our customers are located worldwide and we are playing in the fast moving mobile and embedded security ecosystem. 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 structure the product development and the expertise services, we open the position of Program Leader.

Your responsibilities will be to lead MA Security program in collaboration with the sales leader and contribute to make it an international and sustainable success:
- You define the product roadmap and the related strategy and submit your plan to the CTO and the CEO,
- You supervise the execution of esChecker roadmap and the mobile application expertise service,
- You help scoping expertise projects with sales people falling into the mobile application security,
- You manage the technical relationship with different partners,
- You create the promotion messages and drive the collaterals material,
- You support the sales team for the prospection activity,
- You represent the company and promote the product in different conferences, fares and commercial events,
- You monitor market trends, customer demand and competition,
- You follow-up with the customers to target a high satisfaction level.

This position is particularly dedicated to an experienced product owner with management and customer focus skills. 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:

As owner of the SaaS solution roadmap, you define the epics and see with the lead dev to arrange the corresponding sprints. You take the time with the dedicated developer to explicit more the epic and your expectations. You monitor the progress and make sure that the new feature meets your requirements.

You take time to think about the main product priorities. You realise that a given feature is interesting but the corresponding value has not been properly expressed. You liaise with the different experts in mobile app pentesting to get a better insight of the feature and elaborate a good way to highlight the benefits and the use cases for the customer. You start drafting a blogpost about this feature with the aim to push a clear message to the technical community.

There are different ongoing mobile applications pentesting projects. It deserves your attention to coordinate the technical resources and the customer expectations. For this, you rely on the project manager for the day to day project follow up with the customer. And you define the right way forward together with technical experts in charge of the projects.

The sales team is looking for the right strategy to address a specific market. You define with them a strategy and the corresponding marketing messages. You can rely on the value proposition that you defined for the product. If required, you assist at the meeting with the customer in order to promote the solution and services.

You run a weekly review with the CEO in order to share the progress, the success and the difficulties encountered related to the program. This helps you to tune the right decisions and get the support for some key actions.

You follow the latest developments in the technical area. This gives you ideas of what could be the next features. You liaise with the CTO to discuss your ideas and confirm your choices.

You are

Within eShard, you are excited about developing your skills and knowledge in an international and highly dynamic technical environment.

What describes yourself includes:
- A minimum of five years' experience in product ownership, preferably in SaaS.
- Self-motivated, you pride yourself on the product quality and the corresponding documentation.
- You have a sense of deadline commitments.
- Technically curious, you dare to explore new things.
- Your priority is the customer and you install a trusted and long-term relationship.
- You enjoy representing the company in workshops or seminars. You like being on stage and exposing in a simple manner technical ideas.
- A strong sense of organization. You know how to engage people and develop the collaboration.
- Proactive, you naturally provide new ideas and take initiative for improving the way of doing things.

Languages: Must be fluent in English. Any other languages (including French) are optional but not essential.

You report to the CEO and enjoy working in Bordeaux, France. You like traveling to represent eShard externally for some occasions, such as conferences, workshops or key customer meetings.

eShard has employees in different locations worldwide, such as in France or Singapore. You work in a proactive manner and make sure that everyone is engaged and works well together. You take initiatives to make sure eShard core values are enforced and consistent with the different actions and to build a strong team spirit.

eShard

About eShard

eShard is a young 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 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 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.

We are located in Pessac, Marseille and Singapore.

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

Interested?

You can contact us by sending your resume at career@eshard.com.