



Sales Director

Our customers are located worldwide and we are playing in the fast moving mobile and embedded security ecosystem. Our flagship product, esDynamic, is a best-in-class scientific platform dedicated to experts in cryptography and IC security. It has been chosen by some of the best names in the industry. Additionally our product esChecker is designed to disrupt the security testing of mobile applications by providing services automating the security testing and managing the processes related to the compliance of an app to guidances and regulations. Eventually our task force of pen testers and security researchers perform audits, evaluate the risks and assess clients' compliance with the security standards.

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

- You are accountable to the sales activity covering EU and US markets
- You build the sales plan and strategy in line with the corporate year plan
- You promote new products and services in a highly technical domain and report customer needs and orientations to the management team.
- You manage strategic and reseller partnerships
- As part of the management team, you contribute to the main strategic decisions
- You recruit and manage a local sales team

This position is particularly dedicated to senior sales persons with a technical background and a strong entrepreneurial mindset. Your work and constant motivation will significantly contribute to eShard success.



Your day-to-day at eshard for this position

You check the EU and US sales pipeline and decide to explore more one of the key accounts. For this, you check in the CRM to get a good understanding of the account organization and define a development strategy. This requires organizing a general review meeting that you will lead.

As part of the sales plan you built, you undertake prospecting activities targeting a market segment. This includes the presence of a conference event and eShard having a booth. You will be the main representative for this event.

We received a recent request concerning security services. This is not standard and requires some scoping. You work on a draft proposal and you will ask some assistance to make sure that the project is properly scoped. You have a specific care to keep a strong profitability.

You report to the CEO and you have a working session to share recent inputs you gathered during your last customer meetings. This requires thinking about the positioning of eShard products and revising the way they are promoted. The relationship is made of confidence and strong mutual trust.

The last meeting of the day concerns a key customer located on the west coast of the US. The customer would like to get more information about esDynamic platform. You drive the call and most of the customer questions. For the most technical questions, you make sure that a technical person is available to support you.

After a few months of hard work, you increased the sales significantly enough to justify a new sales position. You would like this person to be dedicated to a specific market segment. This is something that you will raise to the board of directors.



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 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 directors and the team,
- You understand the technical value of the products and services and you are always curious about their latest developments,
- You are flexible, and like to travel to customers and fairs at times during the year.

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. You mainly work from our office in Pessac.

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. If you have any project that is a good showcase of your work, don't hesitate to send us a link to it as well.