Join Securosys, a fast-growing leader in cybersecurity, trusted by global banks, governments, and technology leaders. We protect the world's most sensitive data with Swiss-engineered precision and innovation. Our products are trusted by financial institutions, spanning both traditional banking IT and cutting-edge fintech and blockchain systems, as well as other organizations where safeguarding digital data is paramount. Headquartered in Zurich, Switzerland, with subsidiaries in Hong Kong and Germany, we are now expanding our presence in the United States.

We are seeking a highly skilled and motivated

# Solutions Engineer – Cybersecurity (Pre-Sales, USA)

to drive and manage the sales and adoption of Securosys HSM and CloudHSM solutions across the United States. The ideal candidate will have strong sales acumen, technical expertise, and a deep understanding of hardware security modules (HSM), cloud security, cryptographic solutions, and online services (SaaS/PaaS).

## Responsibilities:

1. Technical Expertise & Solution Selling
   - Serve as the **technical expert** on Securosys **HSM and CloudHSM** solutions during the sales process.
   - Provide technical demonstrations, presentations, and proof-of-concepts (PoCs) to customers and partners.
   - Work closely with the **sales team** to understand customer requirements and develop tailored security solutions.
2. Customer Support & Enablement
   - Assist in responding to **RFPs/RFIs** and drafting detailed technical proposals.
   - Develop strong relationships with CISOs, IT security teams, and solution architects.
   - Provide training and technical enablement sessions to **resellers, system integrators, and enterprise clients**.
   - Stay up to date with the latest **cybersecurity, cryptography, and cloud security trends** to enhance solution positioning.
   - Develop a solid understanding of competition for all Securosys products and services and share competitor knowledge with the team.

## Qualifications:

- Experience: 5+ years in pre-sales engineering, solutions architecture, or technical consulting in cybersecurity.
- Technical Skills: Deep understanding of HSMs, cryptographic key management, and cloud security.
- **Communication:** Strong **presentation and communication skills** to articulate complex technical concepts to various audiences.

- Compliance Knowledge: Experience with PKI, TLS, encryption, and compliance frameworks (FIPS 140-2, GDPR, PCI DSS, etc.).

## General Requirements

- Education: Bachelor's degree in Computer Science, Cybersecurity, or Engineering (or equivalent experience).
- **Remote Work:** Ability to work independently while collaborating with global teams.
- **Travel:** Willingness to travel up to **50%** for client meetings, conferences, and events.
- **Work Authorization:** U.S. citizenship or ability to work in the **United States** (ideally also for government engagements). No VISA sponsorship for this role. Must be based in the continental USA.

## Why Join Securosys?

- Be part of a fast-growing company in the **cybersecurity and cryptographic security** industry.
- Work with cutting-edge HSM and cloud security solutions.
- You'll work directly with the latest cybersecurity technologies like PKI, post-quantum cryptography, secure key management, and native cloud integrations across AWS, Azure, and GCP.
- Competitive compensation package, commission, and performance incentives.
- Opportunity to **shape the U.S. market** for Securosys products and services.

When you join us, you'll become a part of an exhilarating high-tech work environment characterized by flat hierarchies, a seasoned management team, and swift decision-making processes. Your role will empower you with substantial autonomy and creative latitude, allowing you to make a meaningful impact. At Securosys, you'll experience a culture of appreciation and camaraderie, fostering a highly motivated team atmosphere.

## How to Apply:

If you are a results-driven Solutions Engineer in the USA with a passion for cybersecurity, we invite you to apply at **jobs@securosys.com** and become a key part of our growing team.