# Sales Executive
### (07/03/2018)

## Your day-to-day at eshard for this position

After becoming knowledgeable about eshard's range of offerings, you will be expected to manage the end-to-end sales process for your customers. from lead generation through to order, as well as supporting the eshard technical team to achieve a high level of customer satisfaction and generate repeat business.

You will be a highly motivated professional sales person with a degree in a relevant technical discipline and two or more years of experience in sales of cybersecurity services or payments technologies.

You will also have a desire to achieve sales results and will have demonstrated the ability to generate sales in a rapidly changing environment.

You should be "technically curious", with the ability and desire to understand rapidly evolving security technology and to communicate this to customers (including customer presentations and speaking at seminars). In particular, you will be happy to discuss security issues and developments with customers, to present eshard's capabilities, and to work with customers to identify solutions.

This position is for our newly created office in Singapore.

## You are

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

What describes yourself includes:

- A university degree in a relevant science subject. Security and privacy are something of great interest for you.
- A minimum of two years' experience in the sales of cybersecurity services or payments technologies.
- Self-motivated, with a drive to achieve results in a complex technical market.
- Technically curious, with the ability and desire to understand rapidly evolving security technology and to communicate this to customers (including customer presentations and speaking at seminars)
- Excellent oral and written communication skills.

- Strong sales skills and a good understanding of sales processes.
- Strong customer focus and an ability to build long-term relationships
- Languages: Must be fluent in English and Chinese. Any other languages (including French) are optional but not essential.
- Willingness and ability to travel internationally.

## About eshard

eshard is a young internationally-focused company developing a reputation for innovation in cybersecurity. A particular area of strength is the security expertise for embedded and mobile products (including embedded software security, Trusted Execution Environment, embedded cryptography attacks).

Sensitive data in mobile and IoT are increasingly exposed to more and more sophisticated threats. Compromising security can lead to severe reputation damage and losing trust.

eshard aims to be a trusted partner to all stakeholders in cybersecurity industry for understanding and analyzing the risks in those complex technical areas. Together with you, we find the right measures to apply to ensure you maintain a strong and adequate level of security for your product.

Our highly educated R&D teams are continuously analyzing current and potential security threats. With applying the right techniques and developing innovative solution platforms, they help ensure your product is well protected. eshard aims to guide towards becoming aware of the threats, enabling to make products stronger from a security perspective. This will ultimately give peace of mind that it will withstand attacks.

Dedicated to promoting a more secure world in a growing connected and mobile environment, eshard provides dedicated security platforms, security/technical consulting and mobile application security enhancement services.

## Interested?

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