



Europe Sales Manager

Company

eshard is a cyber security expert company for embedded devices, such as mobile applications, smartphones and connected objects. We help experts and professionals solve complex business critical cyber security challenges. We do this by offering our expertise in this domain and we build innovative tools that are changing the way experts solve critical security issues.

We help our customers to improve the security of their products in an efficient way so that they can launch these products on the market in time; we also help them to better manage their risk in the context of increasingly sophisticated attack techniques.

eshard aims to be a trusted partner to all stakeholders in cyber security industry for analyzing the risks in those complex technical areas. Our highly educated teams are continuously researching and developing potential security threats. With our innovative platform, we help experts to analyze, attack, pinpoint vulnerabilities and finally refine their products. We find the right measures to ensure a strong and adequate level of product security.

Our mission is to ensure that security professionals can secure any device that is connected. We are committed to developing powerful, usable and innovative industry leading tools that enable security professionals and experts to master their cyber challenges, helping them find the solutions they need to differentiate and prosper in their markets.

A day at eshard for this position

You are here to support our clients, listening and understanding their business strategy and cyber security challenges. You are able in a confident way to guide and advise them to identify technical solutions. Once you build the trust with our clients, you will demonstrate our software platform and value how this can help our client to improve the quality of their products or solutions.

Often you will be discussing our client's business, expertise needs and technical roadmaps. You know that it is important to demonstrate knowledge and credibility, therefore preparation for meetings are essential and you will get the support from our experts to help you demonstrate our full expertise. Our goal is to win our clients' trust that eshard is the right partner and tools provider to help them solve their cyber



security challenges. With time, you develop long-term relationship with our key clients and you

When new offering is launched, you make the best effort to learn and understand the technology and the value impact on the industry and on our clients. We define the marketing and value proposition message to best position the new offer so that clients see the benefits to them.

You actively support the marketing and communication activities leading to industry events and ensure eshard gets the best exposure. You use all available resources and support from the team to organize workshop or business events help achieving our company goals. Working as a team, you collaborate with your peers to brainstorm on potential ways to package new offering. As sales, you are inspiring your peers with your energy and the passion.

Every day, you follow leads and new opportunities in Europe. Every day, you will collaborate with your colleagues to investigate ideas to be as relevant as possible to our clients and the industry. You regularly review your sales goals, define and execute a plan to achieve them.

With your leadership team, you discuss markets trends and our client's future needs and initiate ideas to help our company to define our next flagship offering.

You mainly work from our office in France and will be often travelling to meet clients and to be close to them, Client's first. Our office culture is highly technical, very flat and flexible. eshard has a culture of collaboration and knowledge sharing working in a fun environment.

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:

- You like challenges and really don't like to lose when confronted to one of them.
- You don't mind getting your hands into the technical details.
- You are curious in technology, so you are happy to learn yourself.
- You are proficient in the French and English language both verbally and on paper.
- You have good social skills and you are a pleasant co-worker.
- You have a leadership mindset and you are able to convince people with your ideas.



- You are flexible, like to travel and meet clients.
- You have technical degree with a strong interest in cyber security
- You have a minimum of five years' experience in the technical consulting and sales of technologies services and software.
- You have experience in developing business and sales strategies.
- You feel comfortable at speaking in conferences or exhibitions

Key Responsibilities

- Development of sales strategy, tactics and plans.
- Management of the company's sales activities to maximize sales revenues and meet corporate objectives.
- Direct responsibility for all European accounts, some exceptions on key accounts may apply.
- Contributing to elaborate marketing material for our offering.
- Managing the agreed pricing policies.
- Accurate forecasting of annual, quarterly and monthly revenue streams.
- Formulating all sales policies, practices and procedures.

Reporting

Reporting directly to the CBO.

Interested?

Send your resume and motivation letter to career@eshard.com. If you have any hardware project, source code, documents, leaks, writeups, or anything else that is relevant and that you're proud of, don't hesitate to send a to link to it as well.