

## Customer Success Architect

[Apply Now](#)

Company: Lacework

Location: United Kingdom

Category: computer-and-mathematical

## Customer Success Architect

at Lacework France

At Lacework, we strive to provide a supportive, collaborative environment where people are empowered to do the best work of their careers.

Our team members enjoy solving complex problems, big sky thinking, and obsess over getting the details right. We love what we do and are proud of our work to secure clouds and container environments for thousands of users worldwide.

Lacework is a SaaS platform which provides automated threat defense, intrusion detection, and compliance for cloud workloads & containers. We help companies reduce the cost of operating security at scale while dramatically increasing their security posture.

Companies like Cisco, airbnb, LendingTree, VMware, Snowflake Computing, and many others rely on Lacework daily to automate the security and threat monitoring for the thousands of server workloads or containers they run in the cloud - whether they run in AWS, Azure, GCP, or even private cloud. The platform provides unprecedented visibility, automates intrusion detection, delivers one-click investigation, and simplifies cloud compliance. Based in Mountain View CA, Lacework is funded by Sutter Hill Ventures.

### Role Summary:

We are looking for a Customer Success Architect (CSA) to be part of a high-impact team that will reimagine how technical success is delivered at scale. As a CSA, you will primarily focus on finding scalable ways to distribute your industry expertise in operationalizing and deploying security tools to improve customers' ability to adopt Lacework. This role will

require a high degree of innovation, you will be expected to help develop and eventually operate global technical success functions – an example being, developing and delivering onboarding webinars/office hours to Lacework customers.

To be successful as a CSA, you'll need: deep technical skill in the cloud and security domains, a passion for innovation and process design, as well as the ability to speak confidently and concisely about technical concepts to large audiences of customers with varying competencies.

### **Role Responsibilities:**

Become a Lacework product expert and evangelist, partnering closely with Product Management and Engineering to deeply understand new features and our roadmap

Develop easily digestible and relevant content using prior cloud security experience and gained knowledge of the Lacework Platform that resonates with customers of varying technical competency levels – how-to-guides, videos, reference architecture, etc.

Deliver enablement content confidently to large audiences on a regular schedule during webinars/office hours or via recorded sessions that will be distributed to the Lacework customer base

Develop and operationalize net-new processes that allow the Lacework Customer Success team to scale more efficiently and impact global product adoption

Provide technical and cloud security strategy guidance to Lacework's most important customers during 1:1 sessions to improve customer health and value realization where appropriate

### **Minimum Qualifications:**

5+ years technical experience in cloud security or equivalent experience, preferably specializing in at least one area - vulnerability management, threat hunting, host security, etc.

Demonstrated understanding of cloud architecture and devops concepts - IaC, CICD, k8s, containerization technology, etc.

Demonstrated understanding of operationalizing and deploying cyber-security capabilities, preferably in organizations using the public cloud

Deep experience in either AWS, Azure or GCP - preferably experience with all three

Experience creating polished and easily digestible technical content - videos, how-to-guides, webinar scripts, etc.

Experience presenting and delivering technical demo's to executives, architects, and engineering staff

Comfort and ability to quickly learn, understand, and work with emerging/unfamiliar technologies

Willingness to deal with evolving requirements and be part of a team that is building a net-new program from the ground up

**Bonus Points if you Have:**

Cloud Certifications - AWS / GCP / Azure Certifications

Security Certifications - SANS / CISSP / etc.

Previous experience at SaaS cloud companies - preferably focusing on security

Previous experience in customer facing roles

German, French, Spanish speakers

Lacework is an Equal Opportunity Employer. It is the policy of Lacework to provide equal employment opportunity to all persons, regardless of age, race, religion, color, national origin, sex, political affiliations, marital status, non-disqualifying physical or mental disability, age, sexual orientation, membership, or non-membership in an employee organization, or on the basis of personal favoritism or other non-merit factors, except where otherwise provided by law

**Apply for this Job**

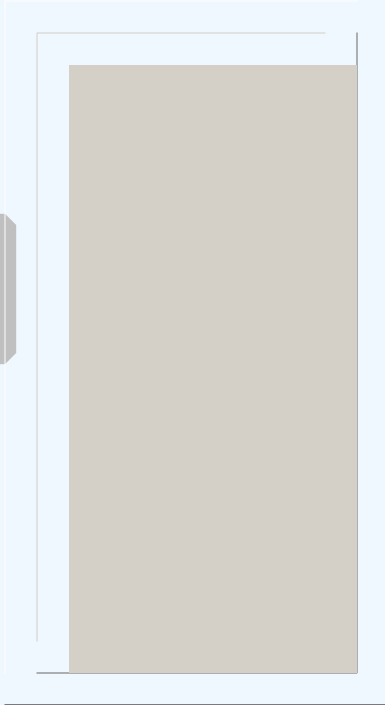
\* Required First Name

Last Name

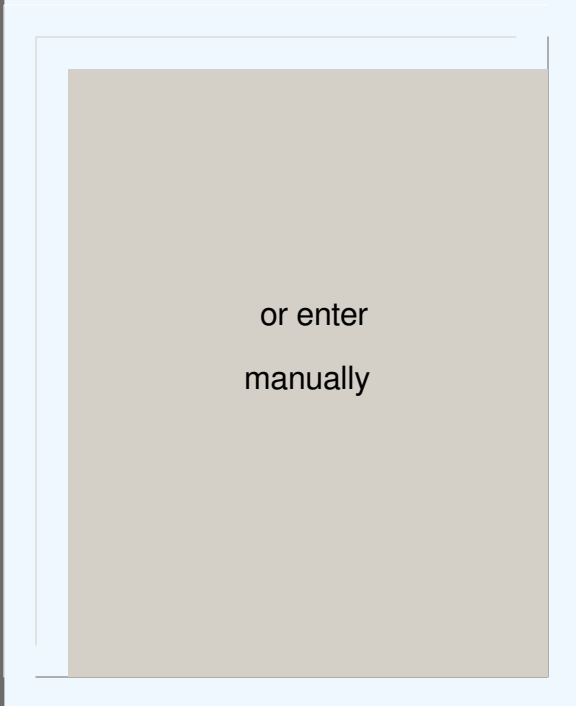
Email

Phone

Resume/CV \*



Attach

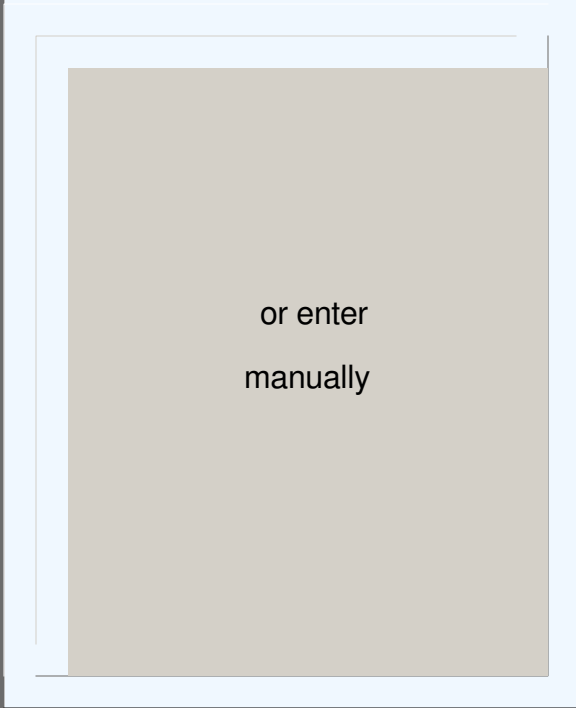
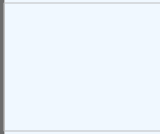
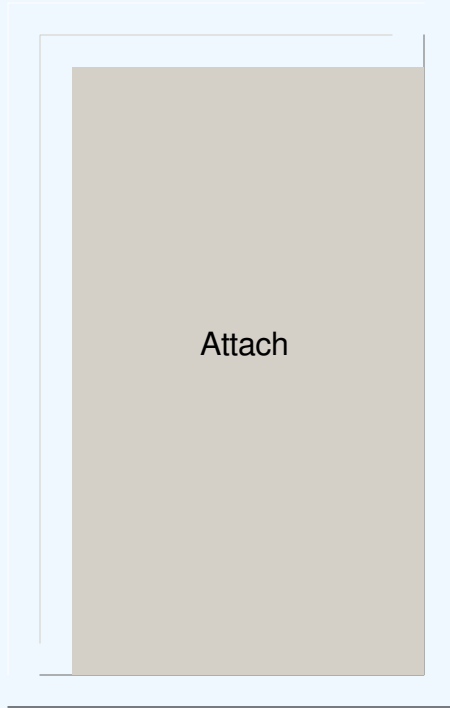
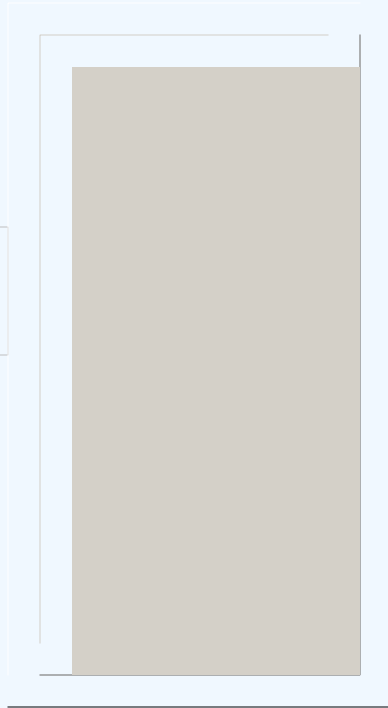


or enter  
manually

(File types: pdf, doc, docx, txt, rtf)



Cover Letter



(File types: pdf, doc, docx, txt, rtf)



LinkedIn Profile



How did you hear about this position? \*

Will you now or in the future require visa sponsorship? \*


Lacework Privacy Policy \*

When you engage with Recruiting or apply to a job on this site, the personal data contained in your application will be collected by **Lacework, Inc.**, which is located at **391 San Antonio Rd, Mountain View, CA 94040** and can be contacted by emailing Lacework's privacy statement is available at:

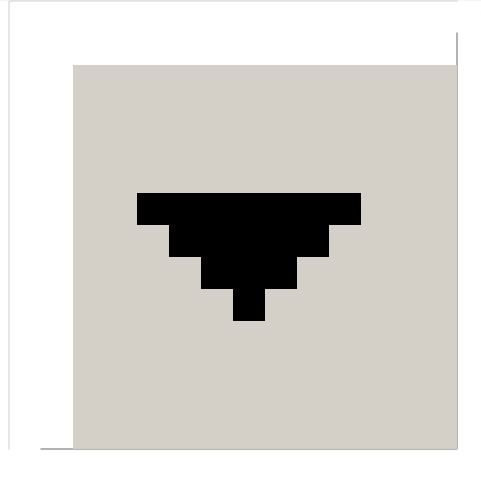
By submitting your personal information to Lacework, you are confirming your express consent for this data to be processed by Lacework and its subprocessors as part of your application for employment with Lacework. Your personal data will be processed for the purposes of managing Lacework's recruitment related activities, which include setting up and conducting interviews and tests for applicants, evaluating and assessing the results thereto, and as is otherwise needed in the recruitment and hiring processes. Such processing is legally permissible under Art. 6(1)(f) of Regulation (EU) 2016/679 (General Data Protection Regulation) as necessary for the purposes of the legitimate interests pursued by the Lacework, which are the solicitation, evaluation, and selection of applicants for employment.

For California residents in the context of the CCPA, Lacework does not receive any personal information as defined in the CCPA (“CCPA Personal Information”) as consideration. Lacework will not collect, sell, or use the CCPA Personal Information except as necessary to process your application for employment with Lacework. Lacework does not sell and has not sold CCPA Personal Information within the preceding 12 months, as “sale” is defined in the CCPA.

The categories of personal information being collected include general employment application information and employment and education history information (information typically found on a resume). These categories of information are used for the purposes of managing Lacework’s recruitment related activities, which include setting up and conducting interviews and tests for applicants, evaluating, and assessing the results thereto, and as is otherwise needed in the recruitment and hiring processes.

Your personal data will be shared with Lacework’s subprocessor Greenhouse Software, Inc., a cloud services provider located in the United States of America and engaged by Lacework to help manage its recruitment and hiring process on Lacework’s behalf. Accordingly, if you are located outside of the United States, your personal data will be transferred to the United States once you submit it through this site. Any transfer to Greenhouse Software, Inc. will be covered by the 2021 Standard Contractual Clause transfer mechanism in compliance with EU safeguards.

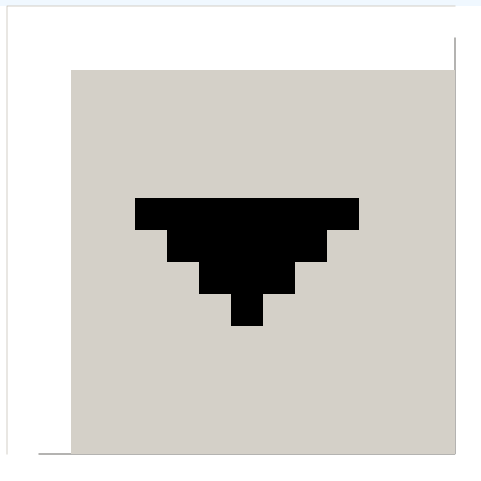

Please select



Are you based in the If not, please disregard the survey below. If so, you have the option of self-identifying your demographic identities below. \*

--



Please reach out to our support team via our .

Please complete the reCAPTCHA above.



Submit

Apply Now

#### Cross References and Citations:

1. Customer Success Architect [Newyorkcareerhub Jobs United Kingdom](#)  
[Newyorkcareerhub](#) ↗
2. Customer Success Architect [Jobslibrary Jobs United Kingdom](#)  
[Jobslibrary](#) ↗
3. Customer Success Architect [Searchlondonjobs Jobs United Kingdom](#)  
[Searchlondonjobs](#) ↗
4. Customer Success Architect [Minneapolisjobs Jobs United Kingdom](#)  
[Minneapolisjobs](#) ↗
5. Customer Success Architect [Searchaustralianjobs Jobs United Kingdom](#)  
[Searchaustralianjobs](#) ↗
6. Customer Success Architect [Dohajobs Jobs United Kingdom](#)  
[Dohajobs](#) ↗
7. Customer Success Architect [Computerjobs Jobs United Kingdom](#)  
[Computerjobs](#) ↗
8. Customer Success Architect [Googleforjobsposting Jobs United Kingdom](#)  
[Googleforjobsposting](#) ↗
9. Customer Success Architect [Raleighjobs Jobs United Kingdom](#)  
[Raleighjobs](#) ↗
10. Customer Success Architect [Locumjobs Jobs United Kingdom](#)  
[Locumjobs](#) ↗

11. **Customer Success ArchitectMunichjobs Jobs United KingdomMunichjobs ↗**
12. **Customer Success ArchitectPlumberjobsJobs United KingdomPlumberjobs ↗**
13. **Customer Success ArchitectReceptionistjobsJobs United Kingdom Receptionistjobs ↗**
14. **Customer Success ArchitectSearcheruropeanjobs Jobs United Kingdom Searcheruropeanjobs ↗**
15. **Customer Success ArchitectFirefighterjobsnearme Jobs United Kingdom Firefighterjobsnearme ↗**
16. **Customer Success ArchitectRestaurantjobsnearme Jobs United Kingdom Restaurantjobsnearme ↗**
17. **Customer Success ArchitectProgrammingjobsnearmeJobs United Kingdom Programmingjobsnearme ↗**
18. **Customer Success ArchitectProtectiveservicejobsJobs United Kingdom Protectiveservicejobs ↗**
19. **Customer success architect Jobs United kingdom ↗**
20. **AMP Version of Customer success architect ↗**
21. **Customer success architect United kingdom Jobs ↗**
22. **Customer success architect Jobs United kingdom ↗**
23. **Customer success architect Job Search ↗**
24. **Customer success architect Search ↗**
25. **Customer success architect Find Jobs ↗**

Source<https://uk.expertini.com/jobs/job/customer-success-architect-united-kingdom-lacework-b693853b3e/>

Generated on: 2024-05-03 by [Expertini.Com](https://www.expertini.com)