

Partner Sales Engineer

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Company: Qualys

Location: United Kingdom

Category: other-general

Description

The Partner Sales Engineer is a Trusted Technical Advisor for Qualys Partners. They lead the technical enablement, readiness, joint solutions architectures, partner services development, Qualys platform adoption and integrations, etc. Acts as the primary technical contact for partners, facilitates the technical interface between partners and Qualys Product Management, SMEs and Engineering teams.

Responsibilities:

Become the Trusted Technical Advisor for both Qualys Partners and internal Qualys Partner teams.

Develop Qualys Partner Services, build Managed Security Services, Integrate 3rd-party Systems / Tools

Help Partners build Joint Solution Architectures, adopt Qualys Platform, and expand service practices.

Provide guidance to Partners on Product Architecture, Deployment, Operations, Troubleshooting

Train and enable partners on existing and new Qualys solutions / Monitor and ensure partner technical readiness.

Identify recurrent needs and develop scalable technical enablement initiatives / programs /

engines.

Act as the main technical liaison / escalation point between Partners and Qualys Product PMs / SMEs

Act as the Partner advocate for key technical issues / Monitor and improve Partner Satisfaction KPIs

Creates, supports, and executes scalable operational mechanisms supporting certifications, the partner portal, and product launches for partners

Coordinates and delivers an enablement calendar virtually and in-person for key partners

Skills:

BS / MS degree and strong technical Sas background

7+ years of relevant hands-on experience.

Proficient overall knowledge of the cybersecurity market, key vendors & their value-add, competitive landscape.

Excellent understanding of technical sales activities and experienced in partner enablement activities.

Strong communication and presentation skills, as well as organizational skills, multi-task / prioritization

Self-starter with a “can-do” attitude and passion for leveraging technology to solve business problems.

Continuously learn and develop all necessary skills to achieve & maintain technical thought-leadership.

Experience with Microsoft products, SFDC, Asana, and PRMs

Excellent cross-functional collaboration and coordination

Requirements – Must Have:

Experience and skills with partner/alliance engineering, support, and enablement

Strong Networking – Deep TCP/IP, routing, L2/L3/L4+ technologies, troubleshoot design & ops issues.

Strong OS – Windows, Linux, MAC, Hypervisors – admin level, OS architecture, troubleshoot key issues.

Strong Cloud – AWS, Azure, GCP – securing I/P/S-aaS workloads, cloud architectures, best practices.

Strong Security – Firewalls, IDS/IPS, EDR / EPP, Patching, Asset Management, Certificates, WebApps.

Experienced building & operating AM / VM / PC / PM programs, workflows, key metrics, best practices

Experienced in Cyber-Risk frameworks, Prioritization / Remediation + Scanning / Reporting strategies.

Breadth and depth of knowledge on the cybersecurity general threat landscape and attack techniques

Familiarity and hands-on experience with key industry vendors in all the required technology domains

Additional Requirements Desired

DevSecOps – Experienced in CI/CD pipeline workflows, shift-left strategies, security scanning & tooling.

Container Security – Experienced in Docker frameworks, CI/CD, Orchestration, Scanning and Reporting

SOC – Experienced in Security Ops, Incident Response, Threat Hunting, Malware / Forensic Analysis

WebApps – Experienced in WebApp DevSecOps best practices, WebApp scanning for OWASP top 10.

Good understanding of GRC strategies and tools, Threat Intelligence, SIEMs, XDR, ICS/OT security

Relevant industry certifications: CISSP, CEH, CCNP, Public Cloud (certified solutions architect level)

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