

Australia Jobs Expertini®

Solutions Engineer - Australia

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Company: Wiz, Inc.

Location: Australia

Category: other-general

SUMMARY

As a Solutions Engineer, you will be responsible for supporting our enterprise customers, reporting to the regional Manager, Solutions Engineering. You will partner directly with regional account executives to help change our customers view and how they approach cloud security. You will be their trusted advisor for all matters related to cloud security across AWS, Azure, and GCP. We are passionate about technical sales and helping our customers achieve the maximum value from our solution.

WHAT YOU'LL DO

Partner with the sales team to provide technical leadership to our customers and prospective customers in conjunction with helping our team meet their quarterly sales targets.

Provide presentations to our customers and prospective customers such as whiteboards, product demonstrations, slides, and proof of value outcomes.

Help our customers and prospective customers plan in-depth test plans for showing the value of the Wiz platform in their environment (proof of value).

Invest time in learning new product features, industry related developments, and broadening your overall technical skillset.

Represent Wiz in technical forums such as trade shows, technical meet-ups, and industry events.

WHAT YOU'LL BRING

Ability to deliver world class demonstrations and training experience to our channel customers

Mastered the technical sales process

Thrive in a creative technical role assisting partners to build a technical business delivery model

Experience in a sales engineering role delivering solutions to C-level executives at enterprise customers

Ability to travel up to 50%

Cloud security experience

AWS/Azure/GCP hands on experience

Network engineering experience

Strong operating system, virtual machine, and container knowledge

Knowledge of risk-based security assessments and frameworks

Understanding of cloud identity, access, certificates, and keys

BONUS POINTS:

Experience with traditional CSPM tools

SaaS experience

Awareness of the CI/CD process

Familiarity with Infrastructure as Code

#J-18808-Ljbffr

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