Versasec, an Identity and Access Management (IAM) provider, helps businesses manage their access-enabling devices, including smart cards, mobile devices, tablets and PCs, virtual devices and RFID/NFC. The company is global, with offices in six countries spanning two continents and with customers all over the world. The Versasec team is an agile and fast-growing group of professionals.
To service our **customers in D-A-CH** (Germany, Austria, and Switzerland) we are seeking a permanent, full-time, enthusiastic, Germany-based techie with strong communication skills as:

TECHNICAL PRE-SALES ENGINEER

Job Description:

- You will immerse yourself in our software products, customers, and markets, and demonstrate solid knowledge and passion for IT-security issues
- As part of the pre-sales team, you will listen to customers to learn their needs, understand how to present our products and their benefits to our customers, manage and interpret customer requirements, and pair clients with the products and services that best satisfy their needs
- Acting as a technical consultant on the field side, you will provide technical assistance and guidance during the pre-sales process by identifying customers' technical and business requirements, consulting with the teams about capabilities, and supporting the sales team and partners on proposal activities; you will be the link to the Versasec R&D team and help design customized developments
- You will work with our product management team, providing feedback on issues with current products and providing input around new products
- You will help build new opportunities for Versasec, recruiting new customers and partners (distributors & resellers) in D-A-CH and possibly Eastern Europe

The ideal candidate will have the following:

- Technical prowess with a strong affinity for IT-security and PKI matters
- A degree in computer science, data science or another technology-related field, with exhibited proficiency in prior work
- Outstanding verbal and written German language communication skills
- Demonstrated enthusiasm in customer interactions and wiliness to support customers' technical requests
- Professional and credible demeanor, creativity, and comfortable giving technical presentations and webinars
- Strong English language proficiency and ability to work in an international, multi-cultural team
- Ability to travel and meet customers onsite

Working at Versasec:

- This is a permanent full-time work in a highly innovative high-tech enterprise with modern working environment
- We offer a small enterprise environment with open communication, outstanding team spirit, and an international and open-minded team
- This position is based in Germany near Halle (Saale)/Leipzig; a work-from-home arrangement is also possible
- Pay is commensurate with background, experiences and results
- Versasec provides a creative workplace, challenging work, and outstanding skills and job growth potential

Qualified candidates should send CV by e-Mail (pdf-files) to the attention of Mrs. Yvonne Moebius at job@versasec.com.