

Intercede Job description – Pre-Sales Consultant

Trusted Digital Identity is the cornerstone of information exchange, whether controlling access to networks and facilities or ensuring that you're communicating to the right device – identity is everywhere.

This role will complement our existing Sales Team covering UK, EMEA and APAC.

The ideal candidate will be required to work as an individual contributor or within a team on technology projects to meet specific customer requirements. Such tasks may include architecture design, customization, configuration, implementation, support, maintenance, and/or administration of technology products. The successful candidate will be expected to work directly with clients and travel to client sites when needed.

The role will also involve supporting strategic sales and technology partners in their use of Intercede product and the successful closure of their opportunities as an Intercede pre-sales specialist.

Reporting to:-

Chief Sales Officer

Core competencies:

- Degree level of education in Computer Science or related engineering subject.
- Strong practical experience with enterprise applications, security solutions (ie authentication, encryption, digital certificates), networking, directories, web servers and databases.
- Experience with Authentication technologies and protocols: OTP, SAML, PKI based Authentication, RADIUS etc.
- Extensive knowledge of Microsoft Windows Servers (i.e. MS CA, IIS, SQL Server), deployment, configuration and troubleshooting.
- Working experience with cryptographic devices (USB tokens, smart cards).
- Experience with Cryptographic APIs like PKCS#11, MS CAPI desirable.
- Working experience with enterprise directories (LDAP V3, Microsoft AD, ADAM, ADFS).
- Authentication consulting and deployment experience.
- Solid background in cryptography and experience in TCP/IP networking and network security protocols.
- Solid knowledge of information security principles and practices.
- Provide customer training on installed solutions.
- Experience in a direct customer facing (e.g. presales, consultancy) role.
- Relevant security or professional certifications are beneficial; CISSP, CISM, CISA, ITIL v3, PMP.

- Strong ability to document requirements and to write technical response papers.
- Takes pride in high quality and on time delivery.
- Excellent interpersonal skills.
- Strong verbal and written communication skills.
- Proactive and self-maintaining approach.
- Strong customer facing and presentation skills.
- Can grasp new technology quickly and have an interest in our technology and areas of expertise.
- A customer-champion with a commitment to quality of delivery and exceeding customer expectations.
- Will already have at least 5 years' experience in a similar role.
- Holding of current / previous security clearance would be beneficial.

Job location:

The post holder will be expected to be primarily based in our Lutterworth offices, there is flexibility for home working where appropriate.

Primary job function:

- Responsible for supporting pre-sales activity on current and prospective sales opportunities.
- Collaborate with the sales team to prepare and deliver customer presentations and demonstrations.
- Can articulate technology and product positioning to both business and technical users.
- Work to understand the customer's business and can map the technical requirements to appropriate technical solutions.
- Represent the company at seminars, trade shows, conferences and seminars.
- Respond to functional and technical elements of RFI and RFP documents.
- If required assist in strategic post sales implementations.
- Work closely with Product Marketing to understand emerging technologies and our product offerings.

This is an outline only of the responsibilities, which will evolve to meet business requirements.