

Securosys, headquartered in Zurich, Switzerland, is a leading provider of technology solutions for securing digital assets, identities, and communications. With a focus on transparency and security, our products, including the renowned Primus range of Hardware Security Modules (HSMs), are developed and produced in Switzerland. Our solutions are designed to protect sensitive data, verify its transmission, and integrate seamlessly into various platforms, including blockchain and Fintech applications. Securosys ensures secure supply chains with no backdoors and offers full access to blueprints and source code for customer transparency.

We are seeking a highly skilled and motivated

Sales Engineer – HSM (Pre-Sales Consultant, USA)

to drive and manage the pre-sales and adoption of Securosys HSM and CloudHSM solutions across the United States. The ideal candidate will have strong technical expertise, commercial awareness and experience with hardware security modules (HSMs), cloud security, cryptographic solutions, and online services (SaaS/PaaS).

This is a full-time remote role for a Sales Engineer, or Senior Sales Engineer, based in the United States. The Sales Engineer will bridge technical expertise and sales processes, assist in pre-sales and post-sales support, coordinating with the sales team, and serve as a technical resource for prospective and existing clients. Responsibilities include addressing technical queries, preparing product presentations and demonstrations, and customizing solutions to meet client requirements. Collaboration with internal teams and building strong customer relationships are key components of the role.

Responsibilities:

1. Technical Expertise & Solution Selling
 - Serve as the **technical expert** on Securosys **HSM and CloudHSM** solutions during the sales process.
 - Provide technical demonstrations, presentations, and proof-of-concepts (PoCs) to customers and partners.
 - Work closely with the **sales team** to understand customer requirements and develop tailored security solutions.
2. Customer Support & Enablement
 - Assist in responding to **RFPs/RFIs** and drafting detailed technical proposals.
 - Develop strong relationships with CISOs, IT security teams, and solution architects.
 - Provide training and technical enablement sessions to **resellers, system integrators, and enterprise clients**.
 - Stay up to date with the latest **cybersecurity, cryptography, and cloud security trends** to enhance solution positioning.
 - Develop **solid market and competitive insights**, helping the team understand industry developments, customer needs, and Securosys's market positioning.

Experience and Abilities

- Experience as a Sales Engineer or Technical Consultant (3+ years), coupled with a deep understanding of technical solutions and how they align with customer requirements.
- Strong technical support skills, including troubleshooting and resolving technical issues effectively.
- Excellent communication skills to convey technical concepts clearly to both technical and non-technical audiences.
- Proven customer-facing experience to engage clients, understand their needs, and drive successful outcomes.
- Ability to work collaboratively with cross-functional teams and maintain strong client relationships.
- Experience with Hardware Security Modules is preferred, but applicants with a similar technology background (cryptographic tokens or smartcards, Public Key Infrastructure) will also be considered.
- Exposure to blockchain technologies, cloud computing and PKI environments is a plus.
- Fluency in English; knowledge of other languages is advantageous.

Qualifications and General Requirements

- Education: A degree in Computer Science, Engineering or a related technical field is preferred. Equivalent professional experience would also be considered.
- **Remote Work:** Ability to work independently while collaborating with global teams.
- **Travel:** Willingness and flexibility to travel up to 50% for client meetings, conferences, and events.
- **Work Authorization:** U.S. citizenship or ability to work in the United States (ideally also for government engagements). There is no Visa sponsorship available for this role. Applicant must already be based in the continental USA.

Why Join Securosys?

- Be part of a fast-growing company in the **cybersecurity and cryptographic security** industry.
- Work with cutting-edge HSM and cloud security solutions.
- You'll work directly with the latest cybersecurity technologies like PKI, post-quantum cryptography, secure key management, and native cloud integrations across AWS, Azure, and GCP.
- Competitive compensation package.
- Opportunity to **shape the U.S. market** for Securosys products and services.

When you join us, you'll become a part of a dynamic high-tech work environment with a seasoned management team, and swift decision-making processes. Your role will empower you with substantial autonomy and creative latitude, allowing you to make a meaningful impact. At Securosys, you'll experience a culture of appreciation and camaraderie, fostering a highly motivated team atmosphere.



How to Apply:

If you are a results-driven Sales Engineer in the USA with a passion for cybersecurity, we invite you to apply at **jobs@securosys.com** and become a key part of our growing team.