

United States Jobs Expertini®

Enterprise Security Architect

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Company: Proofpoint

Location: United States

Category: computer-and-mathematical

It's fun to work in a company where people truly BELIEVE in what they're doing!

We're committed to bringing passion and customer focus to the business.

Company Overview

At Proofpoint, we have a passion for protecting people, data, and brands from today's advanced threats and compliance risks. We hire the best people in the business to:

Build and enhance our proven security platform

Blend innovation and speed in a constantly evolving cloud architecture

Analyze new threats and offer deep insight through data-driven intel

Collaborate with customers to help solve their toughest security challenges

We are singularly devoted to helping our customers protect what matters most. That's why we're a leader in next-generation cybersecurity—and why more than half of the Fortune 100 trust us as a security partner.

The Role

Proofpoint is seeking an experienced and dynamic Enterprise Security Advisor/Architect to focus on Information Protection (Endpoint DLP, ITM, CASB, Web, Isolation) for Fortune 500 organizations throughout the Western US and Canada. This role will lead presales discovery and planning workshops with CIO/CISO level individuals in large enterprise organizations. You are using your deep knowledge and experience to advise customers on how they can combine existing technology and Proofpoint's technology to accomplish their

companies Information Protection goals. This individual will be a major contributor to our aggressive plans regarding market share and product footprints in this space. Candidates for this role can be located in any major metropolitan area in the United States.

Your day-to-day

As a critical member of the Proofpoint sales team, engage with both current and prospective customers in person, by phone and/or video conference.

Conduct / Lead Discovery and Planning presales workshops with customer throughout North America.

Build rapport, trust and credibility with customers and partners, as they will rely on your expertise and advise on how to plan and move forward with major Cybersecurity programs.

You might, periodically, be called upon to assist in presenting at industry seminars and/or trade shows

You will be able to provide valuable customer insight and real world experiences to Product Management, Marketing and Product Development (Engineering) teams to help keep our solutions the best in the industry.

You will become an expert in SaaS Protection, as well as other security facets, keeping abreast of threat landscape, with one eye always on what the bad guys are up to.

You will be helping solve one of the biggest issues to face IT in the last 20 years.

What you bring to the team

6+ years of experience as a senior sales/systems engineer, or practitioner who planned or implemented Information Data Protection and/or Insider Threat programs.

Strong executive level presentation and communication skills, both verbal, virtual and written

Strong background in a wide range of Cybersecurity including current advanced threats, threat protection, data protection, cloud security, malware protection and/or incident response.

Knowledge of networking topology, TCP/IP protocol, network configuration and components (firewalls, routers, proxies, etc.)

Knowledge of current Cybersecurity products, information data protection, DLP, Insider Threat, advanced malware detection, SIEM, and forensic tools.

Must be organized, detail and process oriented

Must be a self-starter with the ability to work independently or in a team environment

Ability to travel up to 50%

You enjoy working with people, and helping them solve their problems.

Security certifications such as CISSP are strongly preferred.

Bachelor's degree or equivalent experience in cybersecurity

Why Proofpoint

As a customer focused and driven-to-win organization with leading edge products, there are many exciting reasons to join the Proofpoint team. We believe in hiring the best the brightest and cultivating a culture of collaboration and appreciation. As we continue to grow and expand globally, we understand that hiring the right people and treating them well is key to our success! We are a multi-national company with locations in 10 countries, with each location contributing to Proofpoint's amazing culture!

#LI-RP

If you like wild growth and working with happy, enthusiastic over-achievers, you'll enjoy your career with us!

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