

As a Technical Sales Engineer at [Tetrane](#), you play a central role to achieve our ambition to be the leading Software Reverse Engineering Platform. For you, facing complex vulnerabilities or malware is like being in an exciting playground. Your mission will be to guide our customers in their journey towards taking advantage of our timeless analysis technology.

To be successful and enjoy the job, you should have practiced binary reverse engineering for some years, be able to read x86/64 assembly language and have a strong knowledge of a system architecture. You also love communicating and help people to discover new ways to solve technical challenges.

This is a unique opportunity to join a French Startup already working on an international scale in the cybersecurity space. The location could be: Macon/Lyon (France), San Francisco (USA), almost anywhere (home office).

### **Responsibilities:**

In this role, you will lead a wide range of technical sales activities which include:

- Provide pre-sales assistance for sales opportunities to prospects and customers. Including demonstrations, POC installations, troubleshooting and training. Refine and research technical requirements of the opportunity.
- Understand / Educate / Evangelize the concept of Timeless Analysis and the need for it.
- Act as an interface between customers and engineering team to provide adapted solutions.
- Provide reporting and feedback on customers needs and field activities to the overall organization.

Most important, you are a key player in customer satisfaction, which is at the heart of our vision.

### **Qualifications:**

- Experience in customer facing engineering role (enterprise sales engineering or consulting)
- Strong influencing skills and natural leadership
- Self-confident enough to challenge the status quo as well as be challenged
- Open-minded and very positive can-do attitude
- Passion to learn and share, ability to listen to others and hear their needs
- Self-directed, creative and proactive in managing time-bound tasks and concurrent requests
- Confident to lead in English face to face communication, remote meetings, phone calls, writing, trainings, etc.
- Ability to travel internationally on a monthly basis and adjust the work schedule to US TZ.
- Several years of Windows binary Reverse Engineering (x86/64), with a security focus is a plus.
- Fluent in reading Assembly x86/64, good knowledge of C/C++ and Python
- Experience in vulnerability and/or malware analysis is a real plus.

At **Tetrane**, we believe in teamwork and are passionate about what we do. Why you will love it here:

- You will be given ownership and challenges, team support and encouragement to help you hit your personal goals
- You will have the opportunity to be a leader in your domain, work at the forefront of the cybersecurity market and engage with leading organisations in this field.
- You will have a concrete impact on a fast-growing company
- You will enjoy working as part of a casual, fun and passionate team
- You will have the opportunity to work on an international scale

**Interested:** Drop us an email at [jobs@tetrane.com](mailto:jobs@tetrane.com) - [www.tetrane.com](http://www.tetrane.com)