

Sales manager

Bordeaux, France

Hello! 🙌 Are you curious, passionate and have a taste for challenges? Do you wish to develop your skills in an innovative and multinational environment?

eShard is an independent deep-tech cybersecurity company, with around 40 employees. The company is fully self-funded and operates almost exclusively on international markets. Its core business is built on advanced software solutions for hardware and software security investigations, backed by strong technical expertise of our team, and reputable industrial partners, including Google, NVIDIA, and major defense and governmental actors.

A key differentiator of eShard lies in its unique platform approach. Hardware and software investigation solutions are unified within a single, shared platform, providing experts with one environment for collaboration, analysis, and knowledge sharing. This platform is designed for specialists who need a central place to integrate dedicated tools, reuse accumulated expertise, and access structured knowledge material covering the full range of security investigation techniques, from hardware to software.

Built as an open and modular system, the platform enables seamless integration of specialized tools and workflows while remaining adaptable. On top of this platform, eShard has developed turnkey solutions for hardware investigations (side-channel, fault injection), unique catalogs of attacks, techniques, and methodologies, and advanced capabilities such as time travel debugging, positioning the platform as a comprehensive environment for modern security investigations.

For that, we have assembled a great team of specialists, and you could be one of them!

- 📅 **Desired start date:** as early as possible.
- 📍 The position is based in **Pessac (33)**, next to Bordeaux.

This opportunity is open to candidates of all educational backgrounds. We base our recruitment processes on skills and expertise, regardless of ethnic origin, age, or gender, and all our positions are open to people with disabilities. If you're not from France, please ensure you have a valid work visa.

Your day-to-day at eShard for this position would be

- You attend/organise conferences, trade-shows, webinars and workshops all over Europe to get the company visible in its ecosystems and in your region (typically once a month).
- On a daily basis, you develop a network of contacts via the above events and your social media activities to better understand your ecosystem and create business leads.
- You handle inbound and outbound leads, nurture them and turn them into opportunities when appropriate.
- You focus your efforts on the Defence and Aerospace industry.
- You set up meetings with prospects and customers and with the help of Customer Success and/or the Expertise squads, typically on a weekly basis, to present them products and services, find out their needs, and set up demos and trials when relevant, all in all to understand the customer's pain points and figure out how eShard can help tackle them.
- You develop the business of your existing customer base and make sure of customer satisfaction working tightly with the Customer Success squad.
- You make technical and commercial proposals and negotiate deals.
- You share market insights and customer feedback with the management, especially, the product manager.
- You manage your sales pipeline once a week.

You're perfect for us, if...

- You have previous experience (e.g. 5 years) in selling products or services in a high tech environment to the Defence and Aerospace industry. In the cybersecurity or broader IT fields is a plus.
- You demonstrate a strong taste for promoting and selling deeply technical products or services.

- You know how to leverage social media, digital marketing and physical events to expose your company and products to your targeted audience.
- You have business acumen and negotiation skills.
- You feel at ease with people from different backgrounds, technical experts, procurement, managers, C-level executives.
- You are a problem solver.
- You have experience with CRM tools.

Your benefits

- Competitive compensation package based on experience
- Flexible working hours and remote work options
- Support from professionals in a cutting-edge and booming business sector
- Dynamic work environment within a friendly team
- High performance work equipment
- Space dedicated to talent development
- Comprehensive health insurance offering extensive medical care coverage
- Meal vouchers covered up to 50%
- Corporate events, snacks and drinks

Interested?

Our hiring process includes an initial screening call, a skills assessment, and interviews with the hiring manager and some team members. The selected candidate will receive an offer within a few days.

Contact us by sending your resume and cover letter to
career@eshard.com

