

Product Specialist

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?

At eShard, we specialize in securing digital systems, particularly those embedded in critical and high-impact technologies — smartphones, electric vehicles, drones, and even medical devices. These systems are built on layers of software and hardware from various sources, raising a crucial question: How can we trust their security?

Our answer is expertise. We empower industries and government agencies with deep knowledge of security threats — both hardware-based, with esDynamic, and software-based, with esReverse. Our solutions revolve around a collaborative security platform, allowing experts to work together, access specialized tools, and conduct advanced security testing efficiently.

From hardware attacks on semiconductor chips to cutting-edge post-quantum cryptography (PQC) research, we have built a unique expertise over the past decade. Our Time Travel Analysis technology revolutionizes software security testing, enabling system-wide traceability to analyze vulnerabilities in forward and backward execution.

By uniting expertise, tools, and collaboration, eShard transforms the way security professionals master digital risk — helping organizations move from isolated expertise to collective intelligence.

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 act as the go-to product expert, bringing our solutions to life through engaging demos, deep technical dives, and clear feature explanations.
- You team up with Sales to qualify opportunities, map customer needs to our technology, and shape tailored solutions that make an impact.
- You own trials and Proofs of Concept (PoCs) — from scoping and setup to monitoring usage and validating success with the customer.
- You empower the sales team by creating technical collateral, running internal trainings, and helping them confidently handle customer objections.
- You amplify the customer's voice inside eShard by capturing their feedback and sharing it with our product team to influence the roadmap.
- You represent eShard as a product evangelist at conferences, on stage, and at booths, showcasing our expertise and building strong industry connections.

You're perfect for us, if...

- You bring at least **5 years of hands-on experience in physical attacks** (SCA, FI...) and know how to turn that expertise into customer value.
- You have a solid background in **cryptography**, with the ability to explain complex concepts in simple and engaging ways.
- You feel at home with **Python** programming and **JupyterLab**, and enjoy building clear, reproducible technical content.
- You combine **perfect communication skills** with the confidence to speak at conferences, run demos, animate workshops and interact with both technical and business audiences.
- You are **fluent in English**, both spoken and written, and comfortable working in an international environment.

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

