

Technical Product Specialist- Cybersecurity

We are hiring!

Welcome to the forefront of cyber-security innovation. At [eShard](#), a global and independent powerhouse in security for embedded and mobile products, we're dedicated to safeguarding the digital landscape. We have built a fair reputation through our expertise in physical attacks (fault injection or cryptography side-channel) and software reverse engineering. We have earned the trust of industry giants such as Google, Visa, NXP, and other leading vendors worldwide.

We are on the lookout for a passionate and driven professional to collaborate with our Expertise and Sales teams. Your mission will be to accelerate the adoption of our [esReverse](#) solution across diverse customer segments.

As an eShard evangelist, you are a critical part of the customer success team. The primary responsibility is to act as a technical advisor and solution expert working with the sales team in driving the technology evaluation stage during the sales process.

You will mainly work on esReverse, a unique all-in-one platform to lead software binary analysis. It covers firmware security, mobile security, and any Windows or Linux software & systems.

You will get in touch with customers all over the world to present our offering, conduct remote demos & evaluations, and training. In those missions, you will be supported by passionate gurus, working at all levels of a system from the CPU details.

If so, your work and motivation will significantly contribute to eShard success.

This position is preferably based at Pessac (eShard headquarters) or Marseille, it could also be fully remote (France).

Job description

Your day-to-day work

- Develop and refine best practices, create compelling presentations, and conduct solution demonstrations.
- Engage with customers to drive solution adoption and evolution. Manage pre-sales activities, including opportunity qualifications, demos, proof of concept, and training.
- Provide technical guidance, mentorship, and coaching to customers regarding the esReverse solution based on best practices.
- Utilize your field experience and customer feedback to inform and shape product

decisions.

- Collaborate with the sales & expertise team to represent eShard at events such as conferences, trade shows, webinars, and other marketing initiatives.
- Travel for business to act as the representative of eShard at industry events, engaging with customers and prospects to explore their needs thoroughly.

You will also contribute to eShard's technical communication. It can be writing blog posts, presenting at a conference, or a webinar to present one of your favorite topics.

Our company culture is highly technical, our organization fairly flat and our mindset flexible.

Your skills and experience (or strong motivation to learn to fill the gaps)

- Good knowledge of hardware architecture (CPU modes, MMU, internal buses, etc.) on ARM and/or Intel systems.
- Good Knowledge of Reverse Engineering tools like IDA, Ghidra, ..., Wireshark, Volatility, etc.
- Excellent spoken English and also written (most of our customers are abroad)
- Excellent presentation & communication skills
- Self motivated
- Ability to travel (most of our activities are done remotely but this position requires to be able to travel).
- 5-year experience minimum
- Preferred:
 - Successful Pre-Sales experience, or customer-facing experience as a consultant or an expert

Your benefits

- Competitive compensation package
- Flexible working hours, remote-friendly environment
- Strong focus on personal development
- High performance office equipment
- Comprehensive health insurance policy offering extensive medical, dental and vision care coverage
- Meal Vouchers
- Annual company outing

Interested?

Send your resume and motivation letter to: career@eshard.com

Get in touch

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