

## **Field Engineer (Sales Support/Presale)**

Coronet is the first company to monitor the global wireless environment for threats, and automatically evaluates the risk associated with connecting to any wireless network anywhere. WiFi and cellular network attacks are rapidly gaining favor with cyber criminals, at hotels, airports, public places and offices, and once a device is connected to a network compromised by an attacker, the attacker gains full access to the device, and to enterprise resources, without being detected by any of the conventional defenses. With its one-of-a-kind solution, Coronet arms organizations with real-time visibility to wireless threats on networks around devices, and provides policy-based control on the user's connectivity to networks and their access to enterprise resources.

In your role as Pre-Sales Engineer, you will be working closely with the Head of North America to grow the company. You will have regular interaction with the CTO and the development team, based in Israel.

With support from your Coronet colleagues, you will work directly with prospects and customers, explaining technical aspects of Coronet, how to set up pilots and proof of concepts, perform attack tests in the lab, and do full production implementations. You will be the primary coordinator of RFPs and RFIs.

Your activities will range from doing high level pitch to a CISO to explaining specific details of wireless networking, combining your technical expertise with good communication skills and business acumen. You'll need a good "sixth sense" to ensure that the technical process supports the sale.

### **Job Description:**

- Perform technical presentations to customers
- Perform pilots and PoC with customers
- Setup an attack lab environment and demonstrate attacks (Wi-Fi and cellular)
- Guide and support users in their field trial, monitor and analyze results
- Prepare technical parts of collaterals - RFPs, SOWs, etc.
- Work with the CTO and R&D team to convey customer requirements and inputs
- Guide and support deployments with customers

### **Job Requirements:**

- Outstanding oral and written communication and presentation skills
- Relevant academic degree (communication engineering)
- Track record working as part of a sales team while providing technical leadership to large accounts
- Good familiarity with network protocols
- Familiarity with wireless protocols (802.11, cellular) – an advantage
- Good familiarity with Linux, including Kali Linux
- Pre-sales engineering experience selling to corporate enterprises

- Willingness to travel and flexibility to work across multiple time zones
- Able to function independently in a fast-paced, dynamic work environment
- Must know security
- Experience with an Israeli company is an advantage

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