

SW Sales & Integration Engineer (M/F/X)

Permanent-hires, full-time
Cologne, Germany



THE ROLE

As a RESADO Software Sales Engineer you will play a key role in tailoring and deploying RESADO's leading edge cybersecurity technology to the Industrial IoT (IIoT) market. You help potential customers clearly express their requirements and understand, compare, and contrast cybersecurity solutions that are available on the market. You develop product demonstrations. You will help to integrate RESADO products into customer specific use cases and applications. The ideal candidate pursues a goal-oriented approach, is eager to learn, and has passion for customer success.

YOUR RESPONSIBILITIES

- Capture customer objectives and requirements
- Customize, integrate, and deploy RESADO cybersecurity solutions
- Develop and conduct training sessions and product demonstrations
- Provide post-sales support

YOUR PROFILE

- Completed studies in information technology, software engineering or comparable qualification
- Several years of professional experience in sales engineering or application engineering
- Proficient in C/C++ software development
- Experience in Operational Technology (OT) protocols and formats (e.g. PLC and SCADA systems)
- Experience in cryptography or cybersecurity is a plus
- Excellent conceptual and problem-solving skills
- Good communication skills
- Enthusiasm to work in an inter-disciplinary team
- Strong communication skills in spoken and written English and German (skills in Dutch is a plus)

ABOUT US

RESADO is a globally acting high-tech start-up delivering products and services to protect assets in the Internet of Things (IoT) against threats from cyber-criminals and rogue Nation State Actors.

At RESADO, we develop and implement high-quality endpoint cybersecurity solutions that are based on our innovative and patented technology. We also provide consulting services to improve existing cybersecurity solutions to clients spanning multiple industries.



As a young and fast-growing company, our offices are located in the most vibrant and technology focused areas, with the headquarters in Duisburg, Germany, an R&D office in Eindhoven, Netherlands, and a US sales office in Mountain View, California.

WHAT WE OFFER

- An opportunity to play a decisive role in shaping RESADO during its pivotal growth stage alongside a diverse, multinational team
- A competitive salary with options of bonuses
- 27 paid vacation days/year from your first day, +1 per year with RESADO (up to 30)
- Regular team events, including quarterly all-team getaways, after-hours dinner parties, and networking events
- Flexible working conditions with opportunities to work from home
- Access to corporate benefits
- Comfortable and modern offices
- Relocation support

EQUAL OPPORTUNITY

At **RESADO**, we focus on results. We believe that a diverse team and perspectives achieve better results faster. Therefore, we judge your qualifications and performance, not your age, sex, religion, skin color, gender identity, family status or physical abilities. RESADO is an equal opportunity employer. We encourage all qualified applicants who possess passion for great cybersecurity products to apply.

Are you interested to start your future at RESADO?

We are looking forward to your application. For further information, or if you have any questions, please do not hesitate to contact us (career@resado.com).