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## Technical Sales (F/M, 80/100%, Zurich)

### About Us

At Futurae, our focus is on authenticating users online, via browsers, mobile phones or IOT devices. Security and Usability are at the heart of Futurae customer-centric innovations, and what we do, every day. Our growing team is hard at work shaping the future of online authentication and transaction signing by solving some of its toughest challenges and at the same time creating outstanding user experiences. Visit our website at [www.futurae.com](http://www.futurae.com) to learn more about our solutions and team.

### What You Will Do

Futurae operates in financial services, insurance as well as the health sector with increasing exposure in other industries. In this position, you will be the voice of our customers and collaborate with application engineers and development teams as well as our technology partners. Strong communication and technical skills are necessary to showcase the superior value of solutions achieved with Futurae products. Occasional travel will be required.

In a young company, every employee is expected to contribute to the company culture and to enjoy working with a very dynamic and international team, coping at times with high pressure and changing priorities.

Please note, that we only accept applicants with Swiss or EU/EFTA citizenship.

### Roles & Responsibilities

- Systematically drive the overall sales process as technical expert from the beginning, to the successful commissioning of projects and support services.
- Being the technical voice of Futurae towards customers.
- Maintain long-term relations with customers and become their trusted, reliable partner and key interface to Futurae.
- Organize, manage and actively build a sustainable pipeline of new opportunities to support the growth of our business in Switzerland and Europe together with the team.
- Work closely with customers, the leadership team, and engineers to identify and validate potential and present solutions based on Futurae products and services.
- Visit customers on site and showcase the superior technical values of Futurae, and provide pre-sales support together with other engineers.
- Support customers with the integration of the Futurae platform, perform project management duties during a POC / integration phase.
- Track assigned opportunities, capture customer requirements and project progress. Perform customer follow-ups where required.

### Desired Candidate Profile

- Passionate about selling novel Cybersecurity offering respectively authentication portfolio solutions into new customers products
- High-integrity, honest, open, communicative, team player, self-driven, self-motivated and thorough professional

- Excellent communication skills – fluent German and English language skills in reading/writing/speaking/presentations, additional languages like French, Italian or Spanish are a plus

**Desired Sales and Technical Skills**

- Create product value and ability to highlight customer's value (strong sales technique)
- Ability to provide technical product demonstrations
- Solid engineering background, and ability to reason about computer systems and IT security concepts
- Experience with requirements analysis and system-level design
- Proven ability to work with customers at all levels from engineering to management and executive levels and navigating the buying centre
- Illustrate the advantages of a product that will eliminate the prospects concern and help satisfy their requirements
- Understanding and identifying areas of potential risks in a project, such as missing or ambiguous requirements, and helping to minimize or eliminate such risks through proactive communication and problem solving and challenge requirements with the customers where appropriate and necessary since not in their best interest for the success of the cause
- Ability to capture and systematically document customer requirements for review with the Futurae team
- Project management skills: ability to systematically and successfully plan, track and execute
- Exceptional planning, organization and record keeping skills
- Excellent communication and presentation skills

**Bonus Points:**

- Knowledge of common Sales and CRM tools (HubSpot)
- Experience with Identity and Access Management products and solutions
- Existing network in business and IT within the financial, insurance and or health industries in Europe and on an international scale

Sounds like something you'd like to be a part of? We'd love to hear from you! Write us an e-mail to: [futurae@jobs.workablemail.com](mailto:futurae@jobs.workablemail.com).

*By sending your application you allow Futurae Technologies AG to handle and store your data.*