

FEITIAN CAREER – JOB VACANCY



Feitian Technologies Co. Ltd.

SHE: CN: 300386

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Pre sales Engineer

Availability: October 2015

Localization: Sophia Antipolis, Valbonne, France

Business Trips: Zone EMEA

Salary: Based on experience

About Feitian Technologies Co., Ltd:

Established in 1998, Feitian is developing and providing information security solutions to enterprises, banks, education and government institutions. Feitian is the No. 1 supplier in China and the leading supplier for customers requiring solutions for strong authentication, software protection, and smart card applications. Feitian has grown into a world class two factor authentication provider and expanded into many aspects of the Information Security Industry including Mobile and IoT security. Feitian offers a comprehensive product line that includes, strong authentication tokens OTP (One Time Passwords), encryption PKI USB keys, software protection dongles, smart cards as Java Cards and Native PKI cards with proprietary COS and mobile smart card readers. Feitian is registered in Shenzhen Stock Exchange and employs 900 people. Feitian is currently strongly expanding internationally.

Job Description:

Work with the France sales team, primarily supporting our customers and prospects with our Digital Security, Secure Transaction & Online Authentication Solutions. Responsible for owning and driving the technical aspect of the sales cycle - Managing clients requirements gathering – Understanding end user cases - Product demos and POCs’ - Occasional trainings and implementations. Trainings in Chinese headquarters in Beijing will be operated.

Qualifications:

Education:

- o Bachelor’s Degree or equivalent education, BSEE or BSCS, MCSE, or equivalent preferred.

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Experience:

- 0 1 to 3 years' in Pre-Sales support onsite with customers.
- 0 Proven track record of working in a consulting role supporting customers with complex technical solutions.
- 0 Language experience or working knowledge of one or more C/C++, C#, Java.

Skills:

- 0 Good communication skills, both written and verbal.
- 0 Fluent French or native.
- 0 Must speak fluent English.
- 0 Good organizational skills.
- 0 Must be motivated, curious and good at understanding customer use cases and requirements
- 0 Ability to develop and maintain customer relationships.
- 0 Broad IT knowledge, e.g. experience with client/server applications, network architecture, cloud/virtual environments, protocols/ports under Windows and Linux.
- 0 Candidate should be a self-starter and have exceptional ability to work independently, as well as in a team environment
- 0 Experience with any or all of the following technologies is an advantage:
 - Web technologies: Apache Tomcat, Java Servlets, Web services (SOAP, RESTful)
 - Workflow and architecture of back-office systems (like ERP and CRM, billing systems, webshops etc.)
 - Database technologies like Microsoft SQL
 - Understanding of software security, current hacking techniques and application vulnerability.

Essential Duties & Responsibilities:

Include, but are not limited to the following:

- 0 Feitian is seeking a Pre-sales Consultant responsible for supporting the Account Managers in the France and related regions. The Pre-sales job is a customer-facing position that includes product presentations, demonstrations, as well as the implementation of a range of Feitian Digital Security products and solutions. These activities would take place in our offices via web conferencing tools, as well as on-site at customer premises within EMEA.
- 0 This position will be part of the Pre-Sales Consultant team in EMEA and it is therefore important that the candidate is a good self-starter with an ability to work well with the local sales team. The person selected for the role will be well supported by Pre-Sales team members throughout the EMEA region, but it is expected that they develop their skill such that they can act as the 'first contact' for the majority of the technical requests in the region. A keenness and an aptitude to quickly get familiar with new products and concepts will be critical to this individual's success as they engage with a wide selection of products from Feitian's portfolio.
- 0 The Presales Consultant supports Feitian sales teams while working independently with customers. As the position is a pre-sales role, hands-on work will be required during proof-of-concept engagements and product evaluations, and so candidates should have a strong technical background and an exposure to software development.

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This Role will typically involve:

- o Accompany regional sales managers on prospective customer visits
- o Assist Account Managers in identifying and qualifying opportunities
- o Provide pre-sales technical support for the whole “Software Monetization” product portfolio
- o Create and deliver technically correct sales presentations to customers
- o Work closely with sales staff and technical support staff on customer relationship.