

Job Description

General Business Use

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Date: 09/03/2018
Reference: TMP_HUR_010 V4.3

Job role	Regional Application Manager
Department	Sales
Location / Working place	Saudi Arabia
Reporting to	Managing Director of WISEkey Saudi Arabia

Mission

- Working closely with Sales teams and VARS, System Integrators in the region to contribute to a successful realization of the projects from pre-sales to solution delivery.

Main responsibilities

- Support WISEKey distributors and customers integrating WISEKey solutions
- Write application notes and technical reports helping customers to perform integration
- Support WISEKey distributors for new customer pre-sale
- Participate to investigation of customers return

Main interfaces

Internally (verticals) :

- Sales : General Management, Head of Sales
- Product Managers
- R&D : R&D Managing Director

Externally :

- Customers (Government, Puplic, Service Providers,,etc)
- VARS
- System Integrators

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Requirements

Educational background / diplomas	University Degree or equivalent, preferably in computer science or software engineering.
Experience	6 years or more working experience in IT business with demonstrable experience in IT security, identity management, or PKI.
Skills	<ul style="list-style-type: none">• Knowledge of IT infrastructure and security (ISO 17799, Cobit, ITIL)• In-depth PKI technology knowledge• Knowledge of the Microsoft Windows platform. Would be a plus : <ul style="list-style-type: none">• Expertise in PKI products such as EJBCA, Microsoft Certificate Services, Entrust, etc.• Identity management expertise.• IoT solutions ecosystem expertise such as AWS for IoT or• Brand protection /anticounterfeiting /KYC ecosystem knowledge
Others	<ul style="list-style-type: none">• Team player, flexible and pleasant to work with.• Ability to travel widely and frequently. Expect 40-50% travel.• Fluent written and verbal communication in English• Pragmatic and creative problem solving skills,• Demonstrated project management skills• Strong communication and influencing skills with IT and the business.• Sound commercial knowledge• Good leadership abilities.

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