



Smartsheet is looking for a proven **Sales Engineer – Security Specialist** who will provide technical leadership throughout the large opportunity sales process. You will serve as a trusted Software as a Service (SaaS) security advisor during the sales process and provide expertise that ensures successful Smartsheet deployment and adoption. For the right candidate, this is a career-defining opportunity to join us at a critical moment and truly make a mark. A proven track record of security expertise, technical leadership, and outstanding customer-engagement skills is required. This high profile role is part of the Enterprise Sales team and is based at Smartsheet corporate offices in Bellevue, WA.

Smartsheet is a high growth SaaS company with millions of users in 150 countries experiencing substantial value from the use of the innovative Smartsheet platform. Company leadership is comprised of executives with deep experience and demonstrated success in the software industry.

Responsibilities

- Provide security advice and guidance as the Smartsheet subject matter expert to prospects, as well as current enterprise users
- Represent Smartsheet's security and compliance capabilities to prospects; proactively support prospects in performing evaluations; ensure that prospects keep to their security evaluation scope and timelines
- Partner with enterprise sales executives by owning the security evaluation process in support of selling Smartsheet's SaaS platform in large opportunities and accounts
- Travel to enterprise customer sites periodically, serving as a technical resource to sales staff, as well as engaging with customer IT professionals regarding integration and data questions
- Be a recognized Smartsheet security expert and develop relationships with key stakeholders in the relevant customer and partner groups associated with SaaS Security and Compliance standards, policies and practices
- Serve as front-line expert for "best practice" and prospect security issues, tracking these issues and ensuring prompt follow up and problem resolution
- Work closely with product management and operations as the customer advocate on security and administration feature requests
- Provide support for preparing security responses, FAQs, knowledgebase and case support entries; help define "best practices" for broad usage across large enterprises
- Deliver on, and exceed, all performance targets

Requirements

- Early stage software, preferably SaaS, technical pre-sales (SE) experience in a new category
- 8-10 years' experience as a Sales Engineer in the SaaS and/or enterprise software industry
- Deep understanding of the security compliance issues faced by prospects transitioning from on premise solutions to cloud based SaaS.
- Familiarity with SOC2 report formats and existing generally accepted security baselines and standards (e.g. FedRamp, ISO27k, PCIDSS, OWASP...)
- Ability to understand and map third party security baselines to internal implementations.
- Passion for working with leading edge, web-based technologies and a desire to expertly demonstrate Smartsheet's functionality, use cases, business and technical elements
- Strong communication skills (written, verbal, presentation), with the ability to explain technical subjects to non-technical end user personnel in large enterprises



- Experience participating in a complex, solution-based enterprise sales process
- Experience working in a fast-paced, high growth software company where change is a constant
- Willing to travel periodically based on customer and business need
- Bachelors (BA/BS) degree required