



## ***Senior Solutions Architect***

### **Company Description**

Synaptic Security enables machine-speed detection and response targeting the latest cybersecurity threats against Linux systems. We are a dynamic, well-funded startup spun out of MIT and CMU. Our founding team brings significant experience from previous technology startups, all of which had highly lucrative exits for both founders and employees. The company's mission is to bring unrivaled technical excellence to bear in the form of (i) next-generation AI-ML based, threat-specific security solutions; and (ii) complimentary critical security capabilities built specifically for the Linux platform. Our team is composed of world-class domain experts with deep cybersecurity experience from industry, academia, military service, and advisors from the world's finest technical universities.

### **Position Summary**

We are looking for an innovative and technically skilled individual to be responsible for illuminating the value of Synaptic Security's products and platform to our existing and potential customers. Our ideal candidate is passionate about problem-solving, is a critical thinker, can work in a fast-paced environment, and has a customer-first mentality. Your work will have a massive impact on the success of the company.

### **Primary Responsibilities**

- Work with Sales Representatives to prospect and technically qualify potential clients
- Explain in detail product capabilities, limitations, and implementation mapped to prospect's business
- Proven ability to influence decisions makers at both the Business and Executive levels
- Ability to prioritize and manage numerous projects and activities in a constantly changing environment. Especially regarding architectural diagrams, demos, quotes, and RFPs
- Proactive follow-up with prospects
- Provide knowledge on competitive products
- Provide input to Product Marketing on market specifications
- Own and manage responses to RFPs and RFIs
- Customize and deliver detailed Product demonstrations
- Provide regular feedback on how a young organization can mature and develop its practices
- Help the Company be successful in any other way that your skillsets allow

- Contribute positive energy to the culture of the Company by collaborating in a positive, open, and respectful manner
- Learn and grow in preparation for future positions
- Stay motivated and stay hungry

### **Key Qualifications**

- At least three years of experience as a senior solutions architect selling cybersecurity solutions with a deep knowledge of Linux and cloud environments like AWS, Azure, and Google Cloud
- Experience with cloud-based deployments through virtual machines, containers, and serverless systems. Experience with container orchestration tools like Kubernetes. Experience with infrastructure automation tools like Puppet, Ansible, and Chef
- Ability to develop and deliver high-quality, scenario-based demonstrations
- Computer Science and/or Computer Engineering experience required
- Cybersecurity experience preferred
- Knowledge of Linux EDR is a plus
- Strong communication skills, both written and verbal, a must
- Excellent demonstration skill and ability to work with customers
- High technical aptitude

### **Company Offerings**

- Base salary that is competitive with large organizations
- Equity in the form of stock options
- Dynamic, start-up environment
- Unlimited PTO
- 10 paid holidays per year
- Medical, Vision, Dental, and other employee benefits
- Monthly team meetings with catered lunches
- Gym membership reimbursement
- Numerous company-sponsored events including regular happy hours and team-building events
- Opportunity to work with the Chief Fun Officer to influence the selection of company-sponsored events
- A management team that is passionate and loves what we do
- 100% remote work. Once COVID is over, we may look to open an office. You will still be invited to work remotely if you prefer that lifestyle

**Contact Information**

To start the application process, please send your resume and cover letter to [careers@synsec.ai](mailto:careers@synsec.ai).

**Additional Information**

Synaptic Security is an equal opportunity employer. Hiring decisions are based solely on merit. We do not discriminate based upon race, religion, color, national origin, gender, gender identity, gender expression, sexual orientation, age, status as a protected veteran, status as an individual with a disability, or other applicable legally protected characteristics. All information will be kept confidential according to Equal Employment Opportunity guidelines.