



Gatewatcher is the first platform for digital breach detection (Intrusion Detection System) to be developed in France. Our unique technology detects the most advanced threats, made with the most crafted exploitation methods (polymorphism, obfuscation, encoding, ROPchain...) and the threats based on all types of malicious files (ransomware, cryptolocker...). The project was started in 2015 by engineer, Jacques de La Rivière, and security expert, Philippe Gillet. Gatewatcher's team is composed of experts in security, networks, systems, encryption and machine learning. During the 2016 edition of the FIC (Forum International Cybersecurity), Gatewatcher was awarded the French Cybersecurity accreditation rewarding innovation in the cyber defence field. It's also being certified by ANSSI (French Cybersecurity Agency) and meets the requirement of the Military Planning Act.

You'll be part of our sales team, comprised of 5 people and will work directly with your sales manager:

Your missions:

- Promote our product and our offers in order to foster sales relationships, develop and retain your portfolio;
- Cold calling;
- Develop our growth with daily sales actions;
- Keep up with your daily and weekly goals, and actions with other account managers;
- Acquiring new customers in order to strengthen our client structure and maximize sales;
- Identify, qualify prospect potential, know its organization and the decision-makers;
- Include and report sales processes and goals to ensure success and development for Gatewatcher;
- Support our HR team in recruitment (offers redaction and publication on job boards, applications management, interviews, profile selections...).

Your skills:

- Your responsiveness and flexibility will allow you to succeed in this versatile position;
- You are autonomous, rigorous and organized, which makes you agile when managing your daily sales and admin tasks;
- Great sense of interaction and good communication skills;
- Capacity for initiative.

In a few words

Sector: cybersecurity

Position: Account Manager

Contract: permanent / work-study contract

Location: 42, Rue Washington, 75008 Paris

Remuneration: depending on profile

To apply

Contact:

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More info on www.gatewatcher.com