

Job role	IoT Security - Field Application Engineer
Department	Sales
Location / Working place	France, Aix-en-Provence
Reporting to	EMEA Sales Director

Mission

As IoT Security - Field Application Engineer, you will join the SEALSQ team with office in Meyreuil (Aix-en-Provence). SEALSQ is the new subsidiary of WISeKey group company, with headquarter in Geneva. We are a leading IoT security company developing secured hardware and software solutions for securing any IoT device identities from end-to-end. SEALSQ was listed on the Nasdaq in 2023.

Your role will consist of:

- Technical pre and post-sales support on PKI and Certificates Management Solutions
- Helping EMEA customers in solving their technical issues and build/develop a complete technical solutions based on Digital Identity, PKI and Semiconductors products
- Being the technical trusted adviser of the IoT device manufacturers in the EMEA region and cooperate with the responsible Sales Director and/or Sales Account Manager on creating new business opportunities.
- Being the main technical partner of the SEALSQ distributors and representatives in the EMEA region.
- Actively participating in product development with the marketing and product management team

Main responsibilities & Duties

- Demonstrate the solutions
- Provide first line technical support and training to the customers
- Write application notes and technical reports helping customers to perform integration
- Establish and maintain close relationships with customers, technology partners and distributors
- Provide market insights & field feedback to drive new product development and roadmap
- From time to time, be able to travel in Europe to attend client meetings and participate in trade shows and exhibitions
- Be a key component of the success of the company

Main interfaces

Internally :

- Sales
- Marketing
- R&D
- Customer support / Inside Sales

Externally:

- Customers, prospects
- Reps, Distributors
- Technical / Technology partners

Requirements

Educational background / diplomas	Bachelor's or Master degree in Engineering with specialization in computer science or electronic
Experience	>5 years experience as Field Application Engineer or Solution Developer in IoT with a focus on IoT platform, embedded Software Development, Secure Microcontroller or/and PKI solutions
Skills	<ul style="list-style-type: none"> • PKI: Certificats X.509, Certification Authority, Certification Revocation HSM, EJBCA platform • IoT Cloud services such as AWS IoT core and Azure • TLS protocol • IoT Standard knowledge (Good to have but not mandatory): Matter, GSMA, WI-SUN • REST API and EST interface • Knowledge of C & C++, Java or Python languages • Cryptography: Basic knowledge in cryptographic algorithms

Location

This job is located in Meyreuil (Aix-en-Provence) with the possibility of working two days remotely per week.