

Applications Consultant

For more than 35 years, Prime Factors has served more than 1,000 global customers, including 80% of the top financial institutions in North America, with cryptographic software for payments, EDI, and general data protection. Prime Factors software products help business leaders implement and automate data security governance to protect sensitive information being used by or stored in virtually any application or system with Data Protection Policies that govern data access and protect data with encryption, tokenization, and data masking.

We are seeking a new member to join our team of exceptional people. The Applications Consultant will be responsible for providing sales support and consultancy to customers, prospects, and partners by designing solutions to meet their requirements, creating proposal documents to describe those solutions, and presenting the solutions to them at all levels from technical managers to business leaders. The individual is also responsible for identifying and understanding the strategic market trends of the marketplace, and our competitors, enabling Prime Factors to further develop its portfolio of leading-edge products, services and solutions for the requirements of the global enterprise market.

The Application Consultant will work closely with the sales and customer service teams, as well as Prime Factors partners, to support sales activities. This position is responsible for identifying opportunities, gathering customer requirements, positioning Prime Factors solutions, providing presales technical support, installing and demonstrating our solutions and assisting in solution delivery and training. This position requires a data security professional with a strong technical background complemented by business skills, management and leadership.

Required Skills:

- General knowledge of industry security regulations and compliance concerns (e.g. PCI-DSS, GDPR)
- Security related certifications (e.g. CISSP) is a plus
- Architectural knowledge of enterprise applications (e.g. operating systems, standard business applications, web-based applications, etc.)
- Strong knowledge of encryption, tokenization and data masking as well as key management
- Familiarity with cryptography, hardware security modules, and programming concepts
- Understanding of standard encryption API capabilities (Java, PKCS#11, etc.)
- Bilingual (English and Spanish) is a plus

Experience:

- Five (5+) or more years' experience in the application security industry working directly with customers in a technical sales role
- Demonstrated experience in working independently, leading projects and developing solutions by working with diverse teams
- Motivated individual with strong written and verbal communication skills



Roles:

- Work with sales team to identify sales prospects and their requirements for Prime Factors products
- Prepare initial solution presentations, demonstrations, and trials for all Prime Factors products
- Provide technical support, consultation and training on company's products and capabilities
- Support and respond to technical elements of RFIs, RFPs, RFQ's, etc. or customer inquiries
- Work together with sales and customer service teams to ensure overall customer satisfaction
- Study customer operation to understand their business direction and requirements in order to help define their technical needs and recommend solutions meeting those needs with company products
- Work closely with product management and development to identify, evaluate, and make technical recommendations regarding strategic product enhancements based on market initiatives, new technology, partnerships, or customer requirements
- Moderate travel will be required