



Cybersecurity Sales Engineer
Location: Remote (US-Based)
Reports to: VP of Sales
Type: Full-time

About AgileBlue:

AgileBlue combines AI-powered cybersecurity with the 24/7 human touch every company trusts. Our leading AI SecOps platform autonomously detects, investigates, and responds to endpoints, network, and cloud cyber-attacks before a breach happens.

While our technology is both intelligent and automated, we take a custom approach for every client we work with, analyzing and detecting exactly what matters most. Our products are entirely cloud-based with advanced machine learning and user behavior analytics, all supported by our U.S.-based team of cyber experts.

Position Overview:

AgileBlue is seeking a dynamic, technically skilled, and customer-focused Sales Engineer to support our sales team in acquiring new customers and expanding existing customer relationships. This role serves as the technical lead throughout the sales process, working closely with Account Executives, Channel Partners, and Product teams to deliver compelling security solutions. A successful candidate will also be responsible for training the sales team and helping them build creative, technically sound strategies tailored to complex customer environments.

Key Responsibilities:

Pre-Sales & Solution Consulting

- Partner with Account Executives and Channel Directors to drive the technical sale of AgileBlue's platform and services
- Participate in discovery sessions to identify customer security pain points, compliance requirements, and IT environments
- Deliver compelling demos and presentations of the Cerulean AI SecOps platform, portal, and security operations workflow
- Build and present architecture diagrams, integration plans, and value propositions tailored to prospect needs
- Provide technical responses to RFPs, RFIs, and security questionnaires
- Collaborate with the sales team to develop creative technical solutions that address complex or unique prospect requirements

Internal Sales Enablement & Training

- Train and mentor the sales team on AgileBlue's technology stack, positioning strategies, and product demonstrations
- Develop internal enablement materials, technical battle cards, demo scripts, and technical briefs
- Share insights, trends, and technical best practices in regular sales meetings
- Serve as a go-to resource for technical coaching, objection handling, and strategic deal support





Channel Support & Enablement

- Serve as a technical advisor to MSPs, MSSPs, and resellers in configuring and positioning AgileBlue's offerings
- Enable channel partners with training, documentation, and co-selling support
- Participate in joint customer calls and solution design sessions with partner organizations

Technical Leadership & Feedback Loop

- Serve as a liaison between sales, engineering, and SOC teams to ensure accurate representation of platform capabilities
- Maintain up-to-date knowledge of AgileBlue products, competitor offerings, and market trends
- Provide product feedback to the Product and Engineering teams based on customer and partner insights
- Refine and maintain technical collateral, demo environments, and knowledge base resources

Education and Enablement

- Deliver technical workshops and training sessions for clients and partners
- Pursue certifications and training as required and funded by AgileBlue
- Stay current with industry trends, emerging threats, and advancements in cybersecurity technologies

Qualifications:

- Bachelor's degree in computer science, engineering, or a related field (or equivalent experience) preferred
- Strong understanding of cybersecurity concepts, including threat detection, incident response, SIEM, EDR, XDR, AI, machine learning, SOC, SOAR, and network security
- 3–5 years of experience in a Sales Engineer, Solutions Architect, or Pre-Sales role, preferably in cybersecurity or SaaS
- Demonstrated ability to showcase cybersecurity solutions in real-world environments
- Exceptional communication, relationship-building, and presentation skills
- Ability to work independently and collaboratively in a fast-paced environment
- Experience supporting MSPs/MSSPs and indirect sales channels is highly desirable

Benefits:

- Competitive base salary with performance-based commissions
- Health, dental, and vision insurance
- 401(k) plan with company match
- Opportunities for career growth in a fast-growing company

To Apply:

Please submit your resume and a cover letter outlining your experience and why you're the ideal candidate for this role and send to HR@agileblue.com with the job title as the subject line.

