Security Solutions Consultant

Job Description:

Infocentric Solutions Inc. is seeking a SailPoint Security Solution Consultant that will be working with our sales team to support our direct and indirect sales efforts. Your thorough understanding of Identity, Governance, User Administration and Access Management coupled with your excellent communication skills will enable you to effectively articulate the value of SailPoint solutions to both technical and non-technical audiences. Expertise in discovering customer requirements, aligning enterprise solutions to address those challenges and demonstrating product capabilities is essential to success in this role.

Responsibilities:

- Actively participate in the sales process and work closely with the direct and channel sales teams
- Discover and understand customer requirements and align our solutions to those requirements
- Present SailPoint business functions, value and competitive differences
- Provide product demonstrations to prospective customers
- Assist in developing RFP responses
- Participate in onsite and remote Proof of Concept evaluations
- Provide feedback to Product Management on product enhancements

Requirements:

- 3+ years professional experience as a pre-sales technical resource in an enterprise software company or 2+ years working with Identity, Governance and Access Management solutions is highly desirable
- Excellent written and verbal communications skills
- A working knowledge of technical infrastructure including application servers, databases, virtualization and directories is required
- Familiarity with Java, XML, LDAP, SQL is desirable
- Works deals with the sales team, prioritizing effort based on maximizing total impact on team productivity and profit, or as directed by the VP/sales manager

Submit your application to **john@centricitgroup.com**. For questions and inquiries about the position you may call us at +63 2 759-15-10 | +63 927 674 4704 and look for John Escolana our Hiring Manager.