



ROLE: Solutions Engineer, Public Sector and Enterprise*

REPORTS TO: Manager, Partner and Solutions Engineering

LOCATION: Remote (US) (preference for individuals within the metropolitan Washington, D.C. area)

**Level and compensation TBD based on experience and skills*

We are looking for a Solutions Engineer to help prospective public sector and enterprise customers understand the value that Anchore brings to their DevSecOps initiatives, with a focus on the U.S. Public Sector.

About Anchore: Headquartered in Santa Barbara, California, Anchore is a remote-friendly company with our team of Anchorenavts hailing from all over the United States, the United Kingdom and Europe. Guided by our core values of openness, ownership and respect, we empower each other to continuously grow. We see diverse backgrounds and perspectives as a source of strength. We're passionate about protecting software supply chains by making it easier for developers and security teams to deliver secure cloud-native software. Together, we've built a platform and open source tools that help organizations secure the software they build without compromising velocity. Join us in forging the future of software security. We're in search of driven and innovative professionals looking to push the limits of technology.

The role of Solutions Engineer is part of Anchore's Sales and Marketing team. The Sales and Marketing team at Anchore is responsible for generating leads, building relationships with both customers and partners, and meeting our quarterly sales targets. The person in this role will work directly with the Anchore Account Executives to generate new business for Anchore, with an emphasis on public sector and regulated industry/government compliance.

As an all-remote company at this time, the expectation is that you will organize and attend the majority of video meetings with the camera and microphone turned on when such meetings are scheduled using the video conferencing software, whether internal or external.

What you can expect to be doing

- Working alongside a highly motivated sales team focused on helping prospects modernize their software development pipelines
- Creating compelling demonstrations of Anchore that address the technical and business needs of the customer/prospect
- Educating customers/prospects of the value proposition of Anchore
- Guiding the technical evaluation of Anchore by conducting POCs (Proof of Concepts) based on agreed upon success criteria
- Working together with the Sales team to create and execute a successful sales strategy to meet revenue objectives through the adoption of Anchore
- Participating with and supporting our growing open source community
- Assisting with training and onboarding of sales reps and partners on Anchore's portfolio and the wider DevSecOps eco-system
- Working alongside product marketing to help develop and position effective messaging for Anchore



- Working closely with our growing list of key strategic and channel partners, supporting them in their enablement and go-to-market initiatives
- Developing a deep understanding of competing and complementary technologies

What you'll need to bring

- 3+ years experience in a pre-sales SE or channel SE role, with a deep understanding of enterprise sales cycles and various selling strategies
- Comfortable presenting advanced technology concepts to C-level and senior Solution Architect/CTO levels
- Hands-on experience working with container technologies (Docker, Kubernetes, Red Hat OpenShift)
- Strong knowledge of DevSecOps practices, tools, and Continuous Integration and Continuous Delivery pipelines
- Knowledge of public cloud platforms (AWS, Azure, GCP)
- Application and Container Security knowledge
- Due to contractual requirements with the federal government, viable candidates must be US citizens.
- Excellent written and verbal communication skills

What we'd love to see

- Experience with working for an Open-Source company and understands how to engage a user community
- Remote (self starter) based experience with a preference toward the Washington DC/Northern VA geography and local relationships with both customers and partners supporting Federal related business.
- Experience in working for a start-up
- Previous software development experience

Travel may be required occasionally (less than 10%), and in-person meetings in your general geographic area are expected.

At Anchore, you can expect a challenging role within one of the fastest-growing startups in the hottest space in today's technology market. We are well-funded with a strong customer base. We offer very competitive salaries, industry-standard benefits (e.g. medical/dental/vision care, flexible vacation, etc), and stock-option grants.

As an Equal Opportunity Employer, we do not discriminate on the basis of color, national origin, religion, gender, age, veteran status, sexual orientation, marital status or disability. Anchore reserves the right to conduct a background check on applicants after a conditional offer of employment is made.