XONA

Role - Solutions Architect based Central Time Zone

XONA Systems is seeking a passionate, hard-working OT Solutions Architect. As a Solutions Architect you'll need to be capable of leading technical sales activities and managing the customer technical relationship in tandem with the regional sales team.

Responsibilities

- Must be able to travel, as needed, to customer sites (< 20%)
- Able to work both independently and as part of a team with little supervision and guidance required
- Provide prompt response to customer issues and requests
- Ability to make use of provided resources and seek guidance as needed
- Provide product training to new customers and partners
- Communicate effectively, both orally and in writing.
- Proficient in narrating presentations and demos, sharing use cases, provide relatable examples such as "a day in the life of…"
- Craft and share stories that demonstrate value/benefit and resonate with the target audience
- Ability to investigate problems or malfunctions and recommend solutions or corrective actions
- Self-driven to keep abreast of changing software technology
- Ability to work directly with customers in solving hardware/software issues
- Ability to translate technical terminology into simple language and concepts
- Direct experience and management of lab and demo environments for prospects and POVs

Requirements

- 3-5 years of experience in Cyber Security for a security vendor or reseller, ideally with a focus on OT/ICS environments
- Strong presentation skills to clearly explain our company solutions and products
- Solid knowledge on various networking components including Firewalls, Switches, DNS, VLAN's, VPN's and routing
- Experience with a range of Software packages and Hardware platforms
- Good knowledge of Microsoft and Linux operating systems with remote access protocols including RDP, SSH and VNC
- Strong ability to prioritize and multi-task in a fast-paced environment
- Experience with Critical Network environments preferred
- Experience with Identity Access Management solutions such as Active Directory, EntraID
- Experience with Virtualization and Cloud Platforms (VMWare vSphere, Microsoft Azure, AWS)

Benefits and Perks

- Remote-friendly culture
- Competitive compensation and equity awards
- Vacation and flexible working arrangements
- Supportive, upbeat, ethical, and likeminded people working toward a single goal

About XONA Systems
Our mission is to provide secure access to critical assets and networks without compromising security. We have a vision of IT, OT, and Cyber Security teams seamlessly working together more efficiently and effectively using XONA's Remote Operations Platform securing access to critical infrastructure.

Our platform provides secure remote and mobile operations within a Zero-Trust architecture and consists of Critical System Gateway (CSG) and the XONA Central Manager (XCM) The CSG allows users the full capability to remotely monitor and instruct asset operations, diagnose and troubleshoot alarms and issues, and provide data on user analytics to any mobile device or central control rooms. XCM provides an enterprise centralized management and access platform for a network of CSGs.

Our platform is currently used across multiple industry segments, including aluminium and chemical manufacturing, oil and gas, power generation and distribution, solar, hydroelectric, and wind power. XONA has a global reach, including being trusted by GE, Baker Hughes, and other industry giants to deliver unmatched security without slowing the speed of work.
To apply, please send your resume to careers@xonasystems.com.