



OT Solutions Architect – Secure Access for Critical Infrastructure

Overview: Xona Systems is the pioneer in secure access for critical infrastructure. Our Xona platform eliminates the weaknesses of traditional VPNs, ensuring effortless and secure connectivity for OT and ICS environments. Trusted by industry leaders in over 40 countries, we empower organizations to protect their most valuable assets—without slowing operations.

Are you passionate about securing critical infrastructure? Do you thrive at the intersection of cybersecurity, OT, and technical sales? Xona is looking for a high-impact OT Solutions Architect to join our team. In this role, you will be the technical face of Xona, leading pre-sales engagements, demonstrating our secure access solutions, and guiding customers on their journey to zero-trust operations.

Location: Remote worker based preferably in the UK.

Description:

- Be a trusted advisor: Engage with CISOs, IT, and OT security leaders to align Xona’s solutions with their security and operational needs.
- Lead technical sales conversations: Present, demo, and articulate the value of Xona’s secure access platform, showcasing how it eliminates risks from traditional remote access methods. Proficient in presenting and demos, sharing use cases, providing relatable examples such as “a day in the life of...”
- Hands-on problem solving: Work directly with customers to troubleshoot and resolve hardware/software issues in critical network environments.
- Deliver technical enablement: Provide product training and onboarding to new customers and partners, ensuring seamless deployment.
- Manage proof-of-value engagements: Design and execute technical evaluations, ensuring Xona’s platform meets customer security and compliance needs.
- Bridge the gap between security & operations: Translate complex security challenges into practical, real-world solutions for OT/ICS environments.
- Travel: Must be able to travel, as needed, to customer sites (< 20%).
- Proactive learner: Self-driven to keep abreast of changing software technology.
- Ability to translate technical terminology into simple language and concepts.
- Direct experience and management of lab and demo environments for prospective customers and POVs.

Requirements:

- 3-5 years of cybersecurity experience with a security vendor or reseller, preferably in OT/ICS environments.



- Strong technical sales acumen with the ability to simplify complex security concepts for non-technical audiences.
- Deep knowledge of network security fundamentals, including firewalls, VLANs, VPNs, DNS, and switching / routing.
- Expertise in remote access protocols (RDP, SSH, VNC) and OS environments (Windows/Linux).
- Experience with critical infrastructure security frameworks, such as NERC CIP, IEC 62443, TSA SD2, and others.
- Familiarity with IAM solutions (Active Directory, Entra ID, SAML, MFA) and cloud platforms (Azure, AWS, VMware vSphere).
- A self-starter mindset with the ability to work independently and collaboratively in a fast-paced environment.
- Strong storytelling and communication skills, with the ability to craft compelling use cases and demonstrations.

Desirable But Optional Requirements:

- Remote-first culture – Work from anywhere with a highly collaborative and supportive team.
- Competitive compensation & equity – Be part of a high-growth cybersecurity company.
- Make an impact – Help secure the most critical systems on the planet.
- Flexible work arrangements – We value work-life balance and autonomy.
- Be part of a winning team – Work alongside industry experts passionate about solving real-world security challenges.

Join Us!

Ready to help secure the world's most critical infrastructure? Apply now by sending your resume to careers@xonasystems.com.