



Sales Systems Engineer (Australia/APAC Region)

XONA Systems is seeking a passionate, hard-working OT Systems Engineer to join our family. The candidate for this position will support pre-and post-sales activities to ensure success for our customers.

Responsibilities

- Must be able to travel, as needed, to customer sites (< 30%)
- 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 installing, configuring, and troubleshooting OT/ICS systems
- Strong presentation skills to clearly explain our company solutions and products
- Understand the functions and troubleshoot various infrastructure components such as LANs, WANs, VPNs, Wi-Fi networks, servers, routers/firewalls, and switches
- Experience with a range of Software packages and Hardware platforms
- Good knowledge of Microsoft and Linux operating systems
- Strong ability to prioritize and multi-task in a fast-paced environment
- Experience with Critical Network environments preferred
- Experience with Active Directory/Azure is a plus
- Experience with Virtualization Platforms (VMWare vSphere and Hyper-V) is a plus

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 Remote Operations Access Manager (ROAM). 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. ROAM provides an enterprise centralized management platform for a network of CSGs.

Our platform is currently used across multiple industry segments, including aluminum 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.