

06 / OPEN ROLE

FULL-TIME • REMOTE, US OR CANADA

TECHNICAL SUCCESS LEAD, FDE



TEAM

Forward Deployed
Engineering

LOCATION

Remote · United States or
Canada

TYPE

Full-time

REPORTS TO

Head of Solutions
Engineering

ABOUT STRAIKER

Straiker secures the AI agents enterprises build, buy, and deploy: internal agents, customer-facing agents, and third-party agents used across the business. We help security teams discover those agents, continuously test them against real-world attacks, stop malicious or unauthorized behavior at runtime, and contain agents that are compromised or misbehaving.

ABOUT THE ROLE

You will build Straiker's Forward Deployed Engineering practice: the offerings, delivery methods, tooling, and team that turn the platform into security outcomes customers rely on after they buy. This is a founding, player-coach role. You define how we deliver, prove it with customers, and grow the team that scales it, working with our field engineering leader and closely with Account Executives, Solutions Engineers, Product, and Research.

WHAT YOU'LL DO

- **Build the offerings.** Define a small set of repeatable engagements, each with a clear security outcome, scope, acceptance criteria, and delivery effort. Track what each costs and what customers value.
- **Own technical success after the sale.** Lead deployment, adoption, and expansion so each customer reaches verified coverage and a clear next outcome.
- **Set the delivery standard.** Create the playbooks, acceptance tests, and quality bar every engagement follows, so results hold no matter who delivers.
- **Deliver the hardest work yourself.** Scope complex engagements, build and debug integrations, and verify security controls in customer environments.
- **Build the delivery engine.** Turn repeated work into reusable tooling and AI-assisted workflows that cut effort per engagement without lowering quality.
- **Hire and develop the team.** Recruit and grow Forward Deployed Engineers, including early-career engineers, through technical reviews, mentoring, and clear growth paths.

WHAT WE'RE LOOKING FOR

- Experience building or growing a technical practice, such as professional services, forward deployed engineering, solutions architecture, or customer engineering, including offerings others followed.
- Current hands-on engineering ability. You write and debug code, work with APIs, Linux, containers, and a major cloud platform, and review other engineers' work.
- A foundation in application, API, or cloud security, and a practical understanding of how AI agents create risk: prompt injection, data leakage, excessive permissions, unsafe actions.
- Experience leading complex technical delivery with enterprise customers and developing engineers, including early-career talent.
- Sound commercial judgment. You scope engagements realistically, explain tradeoffs to executives, and manage scope changes.

- High integrity, sound judgment, and a strong sense of urgency. You would rather build something durable than solve the same problem twice.

NICE TO HAVE

- Experience building a delivery practice around a cybersecurity, AI platform, or developer infrastructure product.
- Hands-on work with AI gateways, coding agents, agent platforms, adversarial testing, or runtime protection.
- Familiarity with OWASP guidance for LLM and agentic applications, MITRE ATLAS, or NIST AI RMF.

HOW WE WORK WITH AI

You will use AI coding tools and agents throughout delivery to build integrations, prepare assessments, investigate issues, and automate recurring work. You will verify what AI produces, protect customer information, and leave tested workflows the team can maintain.

HOW WE MEASURE SUCCESS

Offerings repeat

Customers buy and re-buy a small set of engagements with clear acceptance criteria and known delivery effort.

Customers renew

Post-sales customers reach verified coverage, renew, and know their next security outcome.

The practice scales

The FDE team grows in size and capability, and reusable tooling lowers the effort of each engagement.

APPLY

recruiting@straiker.ai · Subject: Technical Success Lead · CV plus an engagement you delivered.



BENEFITS & COMPENSATION

Health & family

Medical, dental, and vision for you and your dependents, plus 401(k).

Time & ownership

Meaningful early equity with a 10-year exercise window. Unlimited PTO with a 15-day floor we enforce.

Compensation

Base salary, variable compensation tied to customer outcomes and growth of the practice, and equity.

Straiker Inc. is an equal opportunity employer. We consider all qualified applicants without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, age, disability, veteran status, or any other characteristic protected by law. We provide reasonable accommodation to applicants with disabilities at any stage of the hiring process. Contact recruiting@straiker.ai to request accommodation. Straiker participates in E-Verify where required.