



Sales Engineer

ABOUT SPEKTRUM LABS

Most companies rely on audits and self-reported claims to show they're secure. It's slow, outdated, and hard to trust.

We replace that with continuous, real-time proof. Our platform uses AI and cryptography to validate security controls and issue Cyber Resilience Tokens™- tamper-proof evidence that systems are actually working as intended. Tokens are then used to automate third party trust use cases such as insurability and compliance through our Spektrum Network™ partners.

We launched out of stealth with the first platform designed to deliver immutable, cryptographic proof of cyber resilience, and have raised \$10M to bring it to market. [Read more ↗](#)

Today, our technology connects fragmented security, backup, and insurance systems, turning scattered signals into a single, verifiable source of truth.

[Read more ↗](#)

We're bringing cybersecurity, compliance, and insurance into one system, helping companies reduce risk, lower insurance costs, and move faster with confidence. [Read more ↗](#)

We're a small, high-caliber team solving hard problems with real-world impact. If that's your kind of work, we should talk.

TECHNICALLY, WE OPERATE AT THE INTERSECTION OF:

- Agentic AI systems for continuous control validation and orchestration
- Applied cryptography including zero-knowledge and proof-based architectures
- Distributed systems design for generating and verifying tamper-resistant records at scale



The Role

We're looking for a Sales Engineer to help customers understand how Spektrum fits into their security environment and what our technology can do for their business.

You'll partner closely with our sales team throughout the sales process, leading technical discovery, product demonstrations, solution design, and technical validation with prospective customers.

This role requires someone who can understand a customer's security environment, ask the right questions, and translate complex technical capabilities into clear business value. You should be just as comfortable talking with a CISO about cyber resilience as you are working with a security engineer to understand their technology stack, integrations, and requirements.

You'll also be an important connection between the market and our internal teams, helping Product and Engineering understand what prospects are asking for, where we're seeing technical friction, and what could make Spektrum easier to sell and adopt.

This is a remote role based in the United States and will require approximately 10–20% travel for customer meetings, industry events, conferences, and other company activities.



What you'll do:

- Partner with Sales throughout the sales cycle as the technical expert on Spektrum and our platform.
- Lead technical discovery to understand a prospect's security environment, existing tools, requirements, challenges, and desired outcomes.
- Deliver compelling product demonstrations tailored to the customer rather than relying on a one-size-fits-all demo.
- Explain how Spektrum integrates with a customer's security environment and how we validate their existing safeguards.
- Translate technical capabilities into clear business value for security, risk, compliance, insurance, and executive stakeholders.
- Answer technical questions related to integrations, APIs, authentication, permissions, data handling, security, and platform architecture.
- Help prospects understand what Spektrum supports today, identify potential gaps early, and communicate those clearly.
- Support technical evaluations, pilots, and proofs of concept from initial scoping through successful completion.
- Work with Sales to define clear success criteria for technical evaluations and help prospects reach meaningful value quickly.
- Respond to technical portions of security reviews, questionnaires, RFPs, and other customer diligence.
- Partner with Product and Engineering when deeper technical expertise is needed during the sales process.
- Capture recurring prospect questions, objections, integration requests, and product gaps and bring those insights back to the team.
- Help improve demos, technical sales materials, documentation, and the overall technical sales process as we grow.



WHO YOU ARE

You're technical, curious, and comfortable working with customers.

You enjoy understanding how systems work, but you're equally interested in understanding the business problem behind the technology.

You'll likely have:

- 5+ years of experience in Sales Engineering, Solutions Engineering, Solutions Architecture, cybersecurity consulting, or another customer-facing technical role.
- Experience with cyber insurance, GRC, third-party risk management, or working directly with CISOs and security teams is also a plus.
- A strong understanding of cybersecurity concepts and the modern security technology landscape.
- Experience working with security tools such as identity providers, endpoint security, MDR/EDR, email security, backup and recovery, cloud security, or related technologies.
- Comfort working with APIs, integrations, authentication methods such as OAuth and API keys, and cloud-based SaaS platforms.
- The ability to quickly understand a customer's technical environment and identify how Spektrum fits within it.
- Strong presentation and communication skills, including the ability to explain complex technical concepts simply.
- Confidence working with both technical practitioners and executive stakeholders.
- Experience delivering product demonstrations and leading technical discovery conversations.
- The ability to listen carefully, ask good questions, and adapt your approach based on the customer.
- A bias toward accuracy and transparency. You're comfortable saying when we don't support something rather than overselling a capability.
- Comfort working in a startup where priorities can change and you're expected to take ownership.



OUR TECHNOLOGY

Spektrum is a cloud-based platform that integrates data from across a customer's security environment and uses that data to continuously evaluate cyber resilience.

This role will work across our application architecture, data and integration layers, cloud infrastructure, and newer areas of the product as we continue to evolve the platform.

We care less about whether you've worked with every tool in our stack and more about whether you have strong fundamentals, can get up to speed quickly, and know how to make a growing system better.

Experience with modern backend development, cloud-native systems, APIs and integrations, data-intensive applications, and AI-enabled products is useful, but we're not looking for a checklist match.

WHAT SUCCESS LOOKS LIKE

In your first few months, you'll become deeply familiar with the Spektrum platform, our integrations, and the problems we solve for customers.

Over time, we'd expect you to:

- Become a trusted technical partner to the Sales team.
- Lead technical discovery and demos independently.
- Help prospects quickly understand where Spektrum fits into their existing security environment.
- Improve the quality and consistency of technical evaluations and pilots.
- Identify technical blockers early so they don't become surprises late in the sales process.
- Help shorten the path from initial technical conversation to a successful customer.
- Build credibility and trust with security leaders and technical teams.
- Improve our technical sales materials, demos, and processes based on what you learn in the field.
- Give Product and Engineering useful insight into what customers need and where the market is heading.



You'll thrive here if:

- You enjoy being in front of customers.
- You're technical, but you don't feel the need to make things sound complicated.
- You ask questions before jumping into a demo.
- You like understanding how different security technologies fit together.
- You can move comfortably between a conversation with a security engineer and one with a CISO or business leader.
- You care about earning customer trust more than winning an argument.
- You're comfortable saying, "We don't do that today," and then helping find the right path forward.
- And when you hear the same question or objection three times, you'd rather improve the process than keep answering it manually.

Why Spektrum?

You'll be joining at a stage where you can have a meaningful impact on both our revenue growth and how we build our technical sales motion.

You'll work closely with Sales, Product, Engineering, and company leadership and have the opportunity to shape how we demonstrate, position, and sell a new approach to cyber resilience. You'll get significant ownership, exposure to complex customer environments, and the opportunity to work with security leaders who are trying to solve a difficult problem: how do you continuously prove that the security controls you depend on are actually working? That is the problem Spektrum is solving, and you'll play a major role in helping customers understand why it matters.

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