



Hiring Manager: Manager, Compliance Advisory

Job Description:

About this role: As a Security Advisor II, you will be responsible for evangelizing and delivering solutions that revolutionize how businesses understand and prevent cyber risks. You will build an understanding of our prospects' and customers' objectives and barriers and design a total solution to solve their needs. You will be an expert in the Trava Security platform and supporting solutions, expected to demonstrate those solutions to prospect and customer team members, and responsible for delivering on those commitments and solutions to our customers.

What you'll do:

- Stand beside Trava Security customers as they embark on their compliance journey
- Create innovative solutions to address customer challenges and present customized, story-driven demonstrations aligned with key business value and solution differentiation
- Lead technical cybersecurity and risk management discussions with prospects and customers
- Scope custom project plans and contribute to flawless delivery of our services for each engagement
- Partner with the Sales Team in assessing potential application of company products to meet prospects' and customers' needs
- Continue self learning of our industry and implementation best practices
- Leverage senior team members for the implementation and execution of Trava Security solutions and customer support
- Work with internal cross-functional teams on testing, installation, enhancements and operational readiness for Trava Security solutions
- Show willingness and excitement to jump in and support our customers quickly and independently
- Collaborate with internal Sales, Success, Marketing, Product Marketing, Product, Support, and Services teams to become a voice of the market for internal stakeholders

What you'll need:

- 3-5 years of compliance-related cyber security consulting experience
- Preferred certifications: AWS Certified Solutions Architect – Associate and AWS Certified Cloud Practitioners
- Technical project management experience
- Bachelor's degree or equivalent experience in cyber security, computer science, information technology, information security, or related discipline



- Well-versed knowledge in cyber security and risk management concepts, specifically: ISO 27001, SOC 2, NIST-based frameworks (e.g., FedRAMP, CMMC, GovRAMP) and other relevant privacy and security frameworks
- Achieve or maintain an AWS Cloud Practitioner certification within 3 months of employment
- Experience with Cloud computing (AWS, GCP, Azure), including but not limited to cloud security and configuration
- Ability to translate technical features into business benefits
- Analytical and a knack for problem solving, with high attention to detail
- Excellent communication and presentation skills; persuasive and concise in presenting complex ideas to a non-technical audience
- Experience in creating and providing training with support documents
- In-depth knowledge to provide technical expertise to the Sales Team and the customer through sales presentations and product demonstrations
- Readiness to move fast, try new things, and work collaboratively both internally and externally
- An interest in strategically growing our client partnerships

Salary Range: \$75K - \$85K + benefits + equity

**Candidates must be legally authorized to work in the United States. This position does not offer visa sponsorship.

Trava Security is an equal-opportunity employer, and we value diversity at our company. We don't discriminate on the basis of race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.

Interested?

Please email jobs@travasecurity.com with your resume attached.