



Vulnerability Research Labs

Solutions Architect Engineer

Here at Vulnerability Research Labs we have spent more than a decade becoming a technical leader in cyber security. We became a leader in the field because we believe in our mission – to be at the forefront of cyber security and deliver unparalleled capabilities that solve our customer’s hardest problems.

We’re currently seeking a full-time Solutions Architect in our Columbia, MD office. This position serves as a liaison in the sales process between business development teams and the engineering department

Your day-to-day at Vulnerability Research Labs:

- Providing expertise and support to Business Development to communicate products details, services, and client needs
- Supporting and conducting the preparation and presentation of customer demonstrations of products
- Establishing personal rapport with potential and current customers and partners
- Liaising with engineering and product development teams

Job Requirements and Qualifications:

- Bachelor’s degree in Engineering or Computer Science preferred
- 3 to 5 years of industry sales experience
- There are essential functions of this position that require work in the office or at customer sites
- Excellent verbal and written communication and presentation skills
- Excellent sales and customer service skills with a proven ability to explain technical products to non-technical audiences
- Ability to apply engineering, technology, or other related principles to product sales
- Solid understanding of software requirements and product development requirements and analysis
- General programming skills and knowledge
- Creativity to approach sales with innovation and build customer relationships in groundbreaking ways
- Solid experience in Cybersecurity and vulnerability research industry
- Negotiation and social problem-solving skills
- Willingness to travel to customer locations (mostly local to DMV area)
- Ability to work effectively in team-based environments as well as on tasks requiring high levels of initiative, autonomy, discretion, and independent decision-making
- This position requires being fully vaccinated against COVID-19 by December 8, 2021 or the start date, if after December 8.

Things we like best about VRL:

- The chance to work with the best in the business
- Solving hard problems
- A strong focus on learning and career development including conference and training opportunities
- Most of all: an interesting and challenging workplace that takes care of its employees

Alternate Job Titles: Solutions Engineer, Sales Engineer

VRL is an Equal Opportunity/Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, or veteran status, or any other protected class

[EEO is the Law](#)