

About Isode

Since 2002 Isode has been developing and supporting Commercial off the shelf (COTS) client & server software for secure messaging and directory systems. Our software is at the heart of mission-critical solutions for Government, Military, EDI, and Civil Aviation customers in over 150 countries.

As a company, we have a very strong engineering focus, with the bulk of our staff working within our engineering teams across four main product areas:

- Messaging (Including SMTP and X.400)
- XMPP Chat
- HF Radio
- Directory Services (Including LDAP and X.500)

All of our products are based on Open Standards, and we have a strong history of leading the specification and development of Open Standards in our technology areas.

About the role

Isode works through partners and Systems Integrators to deliver solutions incorporating Isode products but also maintains a strong technical relationship with end users, who frequently approach Isode for evaluation material and technical advice on on-going and new projects.

This position sits within our Customer Services team and involves assisting Isode staff and Isode's Partners with technical sales activities in new and existing opportunities, helping to remove technical barriers to a sale, including:

- Leading the technical relationship with key prospects
- Delivery of technical presentations to key prospects and customers
- Contributing to bid documentation and sales proposals
- Taking ownership of evaluation material and resources
- Maintenance of demonstration systems
- Development of proof of concept systems
- Assisting with the installation and configuration of evaluation systems at prospects
- Providing 1st Line Support to Customers and Evaluators
- Providing on site support to customers located across the world as and when required

Desired Skills and Experience

To be successful in this role it would be advantageous if you had the following:

- Operating System skills on Windows and/or Linux/Solaris
- Experience with enterprise-level software
- Excellent interpersonal skills
- Experience in a client or public facing role
- Good verbal and written presentation skills
- Strong time-management, prioritisation, and planning skills
- Experience with messaging server software and/or one of Isode's target markets would be advantageous
- At least 2-3 years commercial experience (Isode also welcomes applications from suitably experienced ex-military personnel)

Why Join Isode?

We are a technical company, full of incredibly passionate and experienced staff that are working on the cutting edge of technology in our product fields. Our products help define how governments and military forces communicate with one another all over the world, meaning we get to work on some unique projects and deployments.

We have a very clear mantra that is resonated throughout our company, we put employees first. Whether that be through the continual development of all our staff through various training courses and utilisation of professional development resources (such as Udemy) or flexible working setups tailored to each team member. Based in Hampton, Southwest London, some staff work full time from the office, while the majority of our team work in Hybrid set ups.

Isode offers a competitive salary and an excellent range of benefits including 15% group contributory pension, 29 days annual leave, private health cover, life assurance and share options.

If the above sounds of interest to you then we'd love to hear from you!