

## Chief Executive Officer

### **About Sensify Security**

Sensify Security is a unique application of distributed ledger (“blockchain”) technology in cybersecurity for the Internet of Thing (IoT) that redefines the resilience to threats, cost economics, and scale for securing billions of connected devices. Sensify provides a path-breaking decentralized approach for authorization of assets, sensors and 3<sup>rd</sup> party applications. Sensify’s unique approach to identity & authentication addresses new access paths between apps and devices, and cost efficiencies for IoT. Sensify is based in Palo Alto and seed funded by The Hive.

Sensify’s product addresses new vulnerabilities created by IoT applications controlling connected devices at unprecedented scales, which exposes a significantly larger attack surface to adversaries. Sensify’s *Decentralized Authorization* service leverages distributed ledger based consensus network to contain the attack surface by increasing the adversaries’ cost of attack, while increasing the scale of the service. It offers a software *Security Gateway* designed to be deployed at the Edge for offering identity, access management and data security & authenticity services to all connected devices & IoT applications. Its cloud-hosted *Enterprise Security Broker* integrates with a number of existing directory and IAM services, while augmenting them with new attributes for devices & applications.

### **About the role**

The Board of Directors of Sensify is looking to onboard the Chief Executive Officer (CEO) to spearhead its accelerated success trajectory. The CEO will be responsible for the overall success of Sensify and its stakeholders – customers, partners and employees. The CEO will lead the fast-paced day-to-day operations of the early stage company and lead the executive team to deliver on the mission & goals of the company.

### **Responsibilities**

As the leader of a fast-growing early stage startup, the CEO will be accountable for Sensify’s success in the short and long term:

- Define short and long term goals for the company and align the interests of customers, employees and investors
- Strategy, planning and executing for customer and market adoption of Sensify’s products in alignment with set business goals
- Develop and enhance relationships with strategic partners across industry vertical leaders, technology vendors, service providers and system integrators
- Recruit the leadership team for different functional areas
- Lead future rounds of raising capital for Sensify’s sustained growth trajectory – managing investor relations with venture capital firms and other financial institutions

### **About you**

The successful executive would have a proven track record of commitment to results, and leading high performing teams and influencing customers & partners:

- Past experience as CEO of an enterprise or industrial cyber-security company
- History of raising financing from VCs
- Experience in startups
- Turning broad strategic goals into actionable steps for the team to achieve well-articulated outcomes that align with customers’ interests
- Broad knowledge and experience in leading B2B business development and sales in early-stage technology areas, specially related to cyber-security or information security related enterprise spending
- Persuade customers & partners to adopt change and invest in emerging technologies to achieve their business goals
- Effectively manage continuity, change and transitions for the team through product, investment and growth cycles of the company

Please send your resume to [jobs@sensify-security.com](mailto:jobs@sensify-security.com).