



Chief Executive Officer

About Sensify Security

Sensify Security is a Palo Alto based IoT security startup, funded by The Hive, which delivers decentralized identity and access management services for heterogeneous IoT operations with centralized control, policy management & compliance. Sensify enables industrial and commercial operators to control access between users, devices, applications, and data by hosting information security services within their operating environments. Sensify's distributed consensus protocol builds high levels of tamper-resistance into these services in conjunction with industrial-scale control of policies & compliance assuring business continuity across all managed sites. Sensify has partnered with industrial vendors & operators across verticals like energy, aviation, building management & transportation.

Over the last few years the scale and severity of cyber-security attacks has increased significantly. Incidents ranged from attacks on utility grids resulting in widespread power outages, exploits on aircraft changing their flight patterns, remote commandeering of vehicles, and an attack that turned the Internet-of-Things into the Army-of-Things launching the largest DDoS attack at the time. Such exploits have exposed systemic weaknesses with current cyber-security access control approaches like permanent certificates and hardcoded passwords. Lack of effective cyber-security controls and policies at the edge is a big hurdle in converging industrial & commercial operations and scaling IoT adoption.

Sensify delivers enterprise class security services to the edges of large scale industrial & commercial operations. Sensify's technology provides role based identity and access management for users, devices, applications, and data at the edge. Sensify's policy management platform enables centralized creation of sophisticated access control policies and policy distribution to a network of edge gateways for decentralized enforcement delivering uninterrupted service over intermittent and offline connections.

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



720 University Avenue Suite 200
Palo Alto CA94301 United States
Ph: (650) 234-0400

<http://sensify-security.com>
Twitter: @SensifySecurity
Email: info@sensify-security.com

- 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.