



# The right way to go

VP OF MARKETING



**Cypago transforms the way  
organizations adopt and  
implement security standards.  
Join us as we revolutionize the  
security compliance domain.**



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# Welcome to Cypago

Hi there. It brings me pride and joy to know that you are now reading these lines and considering joining our incredible team.

The need to maintain compliance with security standards and regulations has been around for years in the shape of manual and labor-intensive processes. Back when I was serving as CTO for EY's Cybersecurity Center, I noticed how difficult it is for companies to align their security programs and regulatory demands.

This is why I've started the company together with Yahav Peri, my Co-Founder, and this is why we need you!.

With the ever-growing migration to the cloud and the hyper-digitized economy, companies and governments alike have realized the importance of accurate, ongoing, and cost-effective compliance.

As a leading compliance automation vendor, we are going deeper and broader into the NA market these days and bringing in super talents like yourself to expand and upscale our GTM team.

I will be thrilled to see you join our team and add your flavor to our diversified mix of talents. I can't promise a bed of roses, but I can offer a fast track to success and everything you need to become a better version of yourself and contribute to the company's overall success.



*Arik Solomon*

**ARIK SOLOMON**  
**CEO AND CO-FOUNDER**



# Cypago: Supercharging security compliance

Cypago was founded in early 2020 by accomplished technology leaders and military cybersecurity veterans, with over 40 years of combined experience in the development, operations, and commercialization of cybersecurity solutions.

We put our expertise in cybersecurity, compliance, and cloud technologies within a few button clicks, giving you compliance peace of mind and extra time to spend on securing your business.

Demonstrating compliance with security standards was a manual and time-consuming task that created a business bottleneck. Cypago remedy this by providing a powerful yet easy-to-use Compliance Orchestration Platform™ which automates the compliance process with a combination of innovative technology, artificial intelligence engines, deep security expertise, and our clients' existing software stacks.

**In short, we want to make lives easier and the digital world a more compliant and safer place.**



**“As a CISO for a fast-growing Unicorn company, I needed a tool to help me manage all my compliance needs, end-to-end. Cypago provides exactly that.”**

**Tal Hornstein**  
**CISO, Hippo Insurance**



# Our Investors



ENTRÉE CAPITAL

# Our Customers



OPERATIVE



# Reasons to Join



## **Make a meaningful difference**

We solve a true pain in a huge market. You will feel a real sense of purpose as your role positively impacts our clients.



## **Work with cutting edge tools**

We're implementing the most advanced technologies to provide our solution, in turn, removing pain points from your day-to-day.



## **Have your opinions heard**

We all pull together, and work as a team where everyone can contribute to enhancing our overall strategy.



## **Be a part of an uplifting environment**

The people and the culture are open and accessible, yet we provide a professional challenge for all of us to live up to.



## **Feel respected and valued**

We're growing fast, we care about you, and we provide a competitive compensation package and great benefits.





**We help companies turn  
their compliance and risk  
management into automated,  
cost-effective processes,  
using a SaaS-based platform.**





# Hear from your new co-workers

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I joined Cypago as the first sales resource to bring our innovative solution to the market. Since then, I've learned that compliance automation is a huge need, that working with the best makes you much better, and that personal growth and the company's success is an ongoing win/win game. Join me to take part in our amazing journey!

**Jonathan Zygielman**  
**Director of Sales**

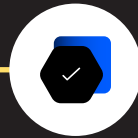


# What you'll get in return



## Hybrid mode

We let you choose what makes you happier and more productive.



## Flexible Hours

We help you set healthy work-life boundaries and define your new normal.



## Cutting edge tech environment

We encourage personal growth & personal development.



## Full compensation package

Includes 401k and additional perks and benefits.



## Great Culture

Come join our team!



# VP of Marketing

Stott and May has partnered with one of the fastest growing players in the GRC vendor ecosystem, looking for a VP and Head of Marketing to join the team and help build their commercial organization post their Series A investment.

This is an opportunity to do something revolutionary, to make a big impact on a small team, to deliver results, take ownership, and have fun. It's way better than those boring big-corporate red-tape meetings-all-the-time-sucks-the-life-out-of-you jobs, and there is a significant financial upside.

We are looking for an experienced marketing professional: a talented full-stack marketing leader with GRC or Cybersecurity experience complemented by a broad marketing skill set to join our world-class results-driven team. You will be responsible for developing go-to-market campaigns to drive sales.

## Responsibilities

- This is an opportunity for a skilled marketer to go to the next level in their career
- You will be joining the management team and have the chance to significantly influence the company GTM strategy
- The ideal candidate has worked in a startup before and has seen how small marketing teams function, grow, and succeed.
- Will handle all aspects of early stage startup marketing, but with a focus on execution of digital, content management, lead gen supervision, and social media oversight.
- Develop and execute the overall marketing strategy, with a focus on messaging, design, copy and content creation across all social media platforms and digital advertising platforms.
- Own campaign performance using analytical skills to support effectiveness. The analytical framework is in place, we are looking for insights to help grow the business.
- Leverage and collaborate with cross-functional teams, in-house and outsourced, to align and validate marketing priorities.
- Be creative and allow differentiation in a crowded cybersecurity space



# VP of Marketing

## Requirements

- 4+ years of product marketing experience, ideally in GRC or cybersecurity (exceptional candidates with SAAS or general cloud experience will be considered).
- Ideally have performed a similar role with a successful startup growing from \$1M to \$20M in ARR (having exposure to the growth cycle in a larger company is a strong plus but we are ideally looking for somebody who is up for a startup)
- Enterprise product marketing experience is a firm requirement.
- Ability to manage content creation collateral through videos, case studies, blogs, white papers and ads but supported by a small team. The main component we are looking for is the content element.
- Good understanding of paid social media strategies (LinkedIn, Google, and Twitter are the primary channels). Basic understanding of digital advertising platforms and technology (Google Ads etc.)
- Hard worker that is execution focused
- Passionate idea generator
- Experience working with agility in a high-velocity environment
- Strong communication skills: verbally and written
- Experience collaborating with cross-functional teams to drive a results-oriented culture
- Ability to work remotely and across multiple time zones with minimal supervision. Self starter and self motivated in driving projects from start to finish while meeting delivery deadlines and quality standards



