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## How SailPoint Leads Agentic AI Security — and What It's Like to Work Behind the Innovation

SailPoint leaders share how they're securing the next era of AI agents, expanding identity security and creating a high-impact culture grounded in ownership, innovation and fast-moving teamwork.

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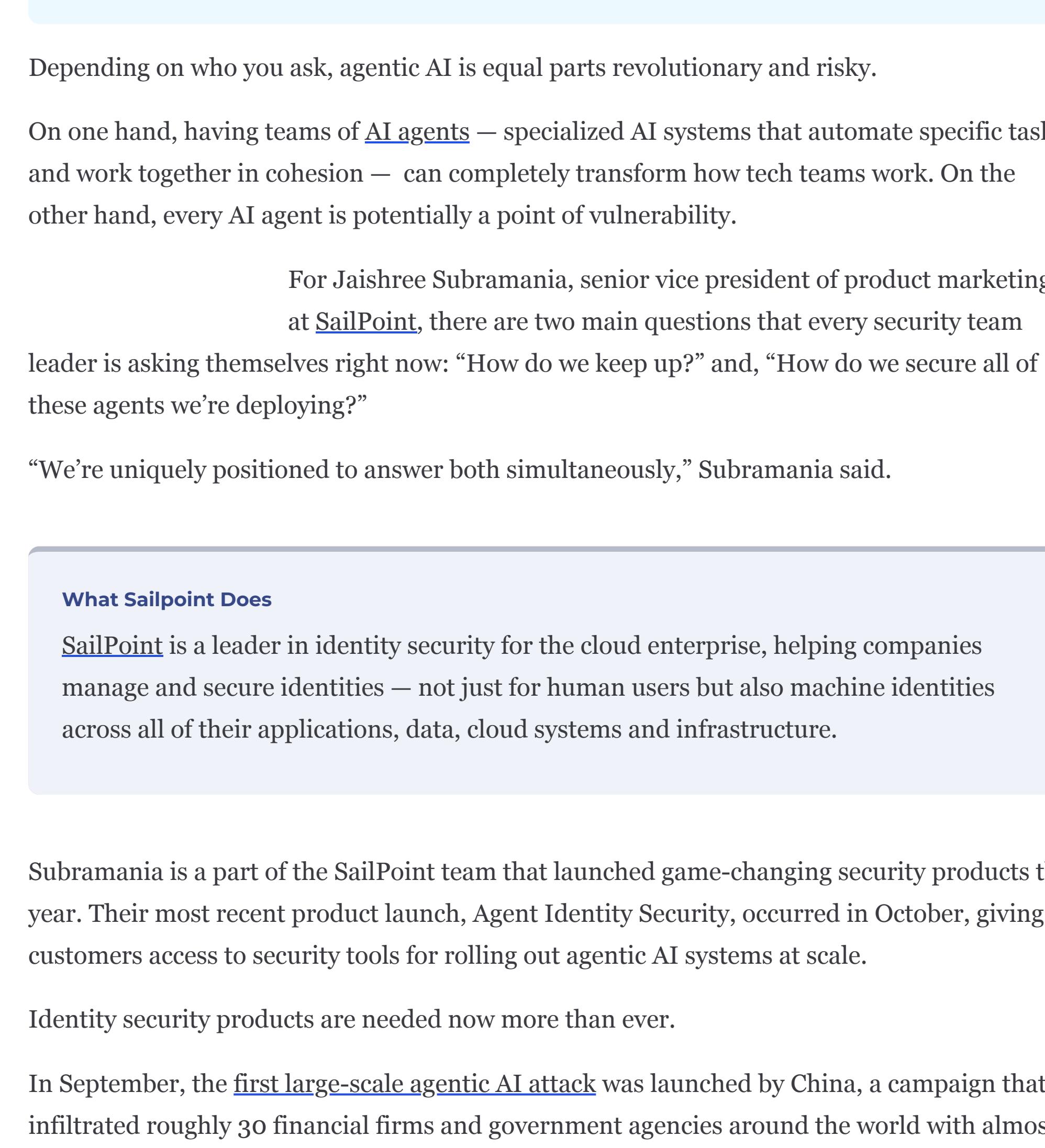


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**Summary:** At SailPoint, employees play a pivotal role in shaping the future of identity security, especially in the rapidly evolving space of agentic AI. The company offers a dynamic environment where professionals can drive innovation, collaborate across teams, and make an impact in securing enterprise applications and AI systems.

Depending on who you ask, agentic AI is equal parts revolutionary and risky.

On one hand, having teams of [AI agents](#) — specialized AI systems that automate specific tasks and work together in cohesion — can completely transform how tech teams work. On the other hand, every AI agent is potentially a point of vulnerability.

For Jaishree Subramania, senior vice president of product marketing at [SailPoint](#), there are two main questions that every security team leader is asking themselves right now: "How do we keep up?" and, "How do we secure all of these agents we're deploying?"

"We're uniquely positioned to answer both simultaneously," Subramania said.

### What SailPoint Does

[SailPoint](#) is a leader in identity security for the cloud enterprise, helping companies manage and secure identities — not just for human users but also machine identities across all of their applications, data, cloud systems and infrastructure.

Subramania is a part of the SailPoint team that launched game-changing security products this year. Their most recent product launch, Agent Identity Security, occurred in October, giving customers access to security tools for rolling out agentic AI systems at scale.

Identity security products are needed now more than ever.

In September, the [first large-scale agentic AI attack](#) was launched by China, a campaign that infiltrated roughly 30 financial firms and government agencies around the world with almost no human oversight. This event was unsettling to both experts and policymakers alike — but proved to the SailPoint team that they were onto something.

"Machine identities already outnumber humans in most enterprises," Subramania said.

"Traditional governance built on static policies can't scale to this complexity."

## Inside SailPoint's Strategy for Securing AI Agents at Scale

Mitra Mahdavian, SailPoint's senior vice president of corporate strategy and product operations, explained that Agent Identity Security allows customers to leverage SailPoint as a single platform for consistent governance for humans, machines and agents.

"Customers can extend SailPoint's identity governance capabilities to agent identities by onboarding AI agents, tracking human ownership, governing associated service accounts and managing agents' lifecycle," Mahdavian said.

Agent Identity Security was inspired in part by another product launch, seven months prior: Harbor Pilot, a set of AI agents that automate identity security tasks, simplify workflows and provide insights through generative AI prompts.

As Subramania explained, while helping customers use AI agents to improve operations, they recognized that those same clients were deploying thousands of AI agents with little governance.

"Our research showed that 82 percent of organizations already utilizing AI agents are struggling with basic questions: Who owns this agent? What can it access? How do we enforce least privilege?" she said.

### How SailPoint's AI agents, Harbor Pilot, performed at launch

- Achieved 50 percent customer adoption within 30 days of launch
- Workflow creation time reduced from hours to minutes

After the deployment of Harbor Pilot, SailPoint made the strategic choice to extend their platform so it covers AI agents as a distinct type of identity security. According to Subramania, this meant a hefty — but necessary — investment in R&D.

"Our most pivotal decision was going all-in on agentic AI as both a tool for customers and as an identity type," Subramania said. "They need to secure and tackle both sides of the AI governance challenge."

Luckily for them, SailPoint is more than up to the task.

## How SailPoint's AI Leadership Anticipates a Rapidly Expanding Market

According to SailPoint research, by 2028, a third of all enterprise applications will include agentic AI — a big jump from just one percent in 2024.

Subramania explained that the SailPoint strategy puts security insights and controls into one panel.

"Through the SailPoint Platform, we enable enterprises to manage humans and non-humans within a single, unified platform," Subramania said. "We're pioneering solutions to govern AI agents as a new identity type most enterprises struggle to manage."

The SailPoint Platform enables teams to shift from reactive firefighting to proactive risk management, a business strategy expected to pay off in dividends in the coming years.

## What It's Like to Work at SailPoint

Teammates who join SailPoint can expect ownership and impact.

In product marketing, for example, Subramania shared that teammates play a key role in not just how the product is sold but how it evolves.

"You'll influence what we build, not just how we sell it," Subramania said. "You'll work with people who value both strategic thinking and flawless execution. We're building for long-term market leadership, which means every launch, every piece of enablement and every positioning decision matters."

Like any fast-growing company, SailPoint moves quickly, but every project tackled is rooted in the mission to secure the modern enterprise, a challenge both inspiring and business-critical for its clients.

"It's a place where you can do meaningful work in identity security while being surrounded by teammates who are inclusive, helpful and passionate about what they do," Mahdavian said. SailPoint's values — innovation, integrity, impact and individuals — aren't just posters on the wall; they shape how the team collaborates, makes decisions, and supports each other every day.

### What's it like to work in product marketing at SailPoint?

"In product marketing at SailPoint, you're the strategic bridge between product inovation and market success," Jaishree Subramania, senior vice president of product marketing, said. Marketers can expect to work on:

- Translating complex identity security capabilities into value propositions
- Crafting positioning to build sales enablement content
- Developing launch and sales enablement content

"If you're looking for a culture that values you as a person, challenges you professionally, and lets you contribute to work that truly matters, SailPoint is a great place to build your career," Mahdavian said.

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## Frequently Asked Questions

### What type of projects will I work on at SailPoint?

At SailPoint, you'll work on developing and securing cutting-edge identity security products, especially focused on AI agents. Projects often involve creating solutions that integrate security insights, managing human and machine identities, and improving customer workflows.

### How does SailPoint support career growth and development?

SailPoint emphasizes ownership and impact, allowing employees to experiment, innovate, and collaborate with teams across the organization, ensuring both personal and professional growth.

### What makes SailPoint's culture unique?

SailPoint fosters an inclusive and fast-moving modern enterprise where every project is rooted in innovation, integrity, and impact. The culture shape how teams collaborate and make critical business decisions.

### What can I expect in terms of team collaboration at SailPoint?

Collaboration at SailPoint is dynamic and cross-functional. You'll work closely with product, engineering, marketing, and leadership teams to drive strategy decisions and ensure products meet the rapidly changing demands of the identity security landscape.

### What's the work-life balance like at SailPoint?

SailPoint offers a fast-paced but supportive environment. The company's culture is rooted in experimentation with new tools and approaches. The company's culture and values, strategic thinking and execution, also focus on providing flexibility and ensuring employees are valued.

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