



**Role:** Sales Engineer/Solution Architect

**Location:** San Francisco, CA

**Type:** Full-Time Permanent

## JOB DESCRIPTION

We are looking for a smart, creative, energetic Sales Engineer / Solution Architect with a proven track record in technical sales who can sell to enterprise and Fortune 500 companies. This position will be one of the most valued members of the Direct Commerce sales team because this person will collaborate with multiple departments to share the company story with the world.

As a Senior Sales Engineer you will have a significant impact on revenue, growth, and strategy. You will be responsible for working with the sales team on new leads, hunting new relationships, traveling to customer and prospective customer sites, managing and growing top-tier existing accounts, and of course, winning business! As the Sales Engineer you be responsible for understanding the technical aspects of the company products and infrastructure and be able to identify opportunities within target accounts.

The position reports to the Vice President of Sales, located in San Francisco, CA.

## KEY RESPONSIBILITIES

The Sales Engineer / Solution Architect will work alongside the sales team through product discussions, product demonstrations, solution definition, RFIs, RFPs and all other aspects of the sales process.

- Understand the technical complexity and capabilities of the company solutions
- Work with Sales and Product team to create and design world class sales demonstration data content, demo scripts, and competitive scenarios to best position DCI's services
- Create solutions for client needs in a complex technical and organizational environment
- Work as an internal advocate between Sales, Engineering, and Product Development
- Influence product direction based on prospect needs
- Assist marketing with seminars, trade shows, and webinars
- Dynamic and engaging presentation skills with an ability to communicate clearly at all levels of the business whether it be face-to-face, electronically, or on the phone
- Highly organized, analytical, and will be able to eliminate sales obstacles using creative and adaptive approaches.
- Possess knowledge of technology solutions that integrate with Major ERP systems
- You have a strong desire to learn in a rapidly growing startup environment

## OUR IDEAL CANDIDATE

- 10+ years of enterprise software or SaaS experience in a technical pre-sales' role with a demonstrated track record of success



- Knowledge of various cloud-based architectures, processes and solutions
- Deep understanding of large-scale corporate technologies and strategies
- Ability to work in company application stack including: Java, XSLT, SQL HTML, and client-side JavaScript and familiarity with API-based SaaS products
- Communication skills that enable you to converse easily with end users to C-level executives
- Travel up to 30%