

Sales Engineer

Job Description:

The Sales Engineer designs and presents solutions focused on delivering positive business outcomes for our customers and prospects including increased ROI, improved efficiency, and greater agility of their enterprise applications. The Sales Engineer plays a strategic role in every sale and has a significant impact in closing new business. The Sales Engineer must be able to document requirements while attending conference calls, on-site meetings, and marketing/trade show events. The Sales Engineer will be responsible for contributing to the close strategy regarding sales opportunities.

Company Description:

appOrbit was founded in 2014, with backing from Kleiner Perkins and Costanoa Ventures, and is headquartered in San Jose, California. The appOrbit application platform makes both new and legacy business applications -- and the data they rely on -- portable to any modern infrastructure, without rewriting code, in minutes. By using appOrbit, enterprises can accelerate digital transformation, which dramatically reduces IT costs, eliminates vendor lock-in, channels savings into net-new innovation and speeds up continuous delivery models like DevOps.

We are experiencing dramatic growth and we're looking to add a passionate, driven and talented Sales Engineer to our North America team based out of our San Jose HQ. The Sales Engineer will help prospective customers discover, learn and implement a solution approach to increase the speed, security and quality of their software development.

We're addressing a huge and emerging market and we're looking for remarkably talented individuals to join us on our journey.

Primary Responsibilities:

- Create scripted product demos and perform demos as part of pre sales process
- Explain the technology, product and architecture to our prospective customers
- Scope, plan and execute proof of concepts at customer sites and integrate with CI pipelines (or build CI pipelines as needed)
- Work with customers to overcome business obstacles, answering questions and proposing solutions
- Publish white papers and case studies around best practices
- Work closely with Engineering to understand changes in each release
- Construct and perform technology presentations in various settings not limited to: meetups, online/webinars, and conferences
- Provide technical content for the use of internal sales resources and outbound marketing initiatives
- Communicate technology trends to our sales team and customers alike
- Provide feedback on professional service and managed service opportunities
- Assist with writing professional service State of Work (SOW) documentation

What you'll do:

You should feel passionate about working with incredibly smart people and helping them do things better. Our customers are enterprise architects, developers, and DevOps managers. In this role, you will:

- Take a consultative approach to understanding our customer's current software development practices
- Deliver compelling software demonstrations showcasing the value of appOrbit's solutions
- Act as a resource to educate your sales colleagues on relevant product knowledge
- Assist in completing RFP/RFIs with sales teams and other technical resources
- Work closely with sales and technical colleagues to achieve a regional based sales quota
- Communicate important customer product feedback to product management
- Opportunities to attend and present at meetups and trade shows to build presence and awareness and share experiences
- Become a trusted technical advisor to customers
- Keep on top of the latest trends and tooling in application lifecycle development

Required Skills & Experiences

The ideal candidate has outstanding technical acumen, great social skills and excels in customer engagements. If you have the soft skills to match your technical prowess, and thrive in a fast-moving fast-growing environment, we want to talk to you.

Technical

- Bachelor's degree or an equivalent level of study plus 3 years of experience in the field
- Experience with financial evaluations such as pricing calculation, capacity planning, and ROI analysis
- Understanding of cloud services and experience with cloud based deployment environments
- Architecture experience with design to specification
- Agile software development experience
- Experience with enterprise application architecture (Oracle, SAP)

Preferred experience implementing or using the following technologies:

- Cloud platforms (AWS, Azure, Google, Bare Metal, Rackspace)
- Container technologies (Docker, Kubernetes, Openshift, Mesosphere, PCF)
- Source code version control systems (Subversion, Git, Mercurial, and Bazaar)
- Modern build tools (Jenkins, Bamboo, Ansible)
- Continuous delivery technologies (Puppet, Chef, Udeploy, XL Deploy)
- Package managers (Maven, Gradle, Nuget, NPM)
- Artifact repositories (Nexus)

Personal

- Prior Pre-Sales/Sales Engineering experience
- Excellent presentation skills (in person and by web)

- Ability to travel up to 40%
- Must be eligible to work in the U.S.
- Strong customer-facing communication and careful listening skills. Proven success in and genuine enthusiasm for working directly with customer technical teams.
- Experience performing on-site proof of concepts (POCs)
- Ability to express complex technical and functional concepts effectively, both verbally and in writing to technical and non-technical audiences
- Great interpersonal and customer facing skills
- Must be a self-starter and have the ability to manage expectations with sales team and customer prospects