

Aviso is the AI compass that guides sales and go-to-market teams to close more deals, accelerate growth, and find their Revenue True North. Aviso AI delivers revenue intelligence, drives informed team-wide actions and course corrections, and gives precise guidance so sellers and teams don't get lost in the fog of CRM and augment themselves with predictive AI.

With demonstrated results across Fortune 500 companies and industry leaders such as Dell, Splunk, Nuance, Elastic, Github, and RingCentral, Aviso works at the frontier of predictive AI to help teams close more deals and drive more revenue. Aviso AI has generated 305 billion insights, analyzed \$180B in pipeline, and helped customers win \$100B in deals. Companies use Aviso to drive more revenue, achieve goals faster, and win in bold, new frontiers. By using Aviso's guided-selling tools instead of conventional CRM systems, sales teams close 20% more deals with 98%+ accuracy, and reduce spending on non-core CRM licenses by 30%.

CRM Architect

- Sector:Computer Software
- Job Type:IT/Software Development
- Minimum Experience Level:Experienced (Non-Manager)
- Education Level:Bachelor's Degree
- Remote Working:Yes
- Salary:Unspecified. Above market salary and generous equity.. (Full Time).
- Location:Hyderabad. India.

Job description

We have a lot of drive, smarts, and a ton of passion for what we do. The CRM Architect is responsible for designing and architecting data pipelines from customers' CRM instances into the Aviso platform. This is a key role working cross functionally with engineering, professional services and customer success teams to ensure our product is architected for the future in a scalable manner. We're looking for a data-oriented, passionate technologist who thrives on designing and building systems at scale. This is a unique opportunity to join a company at the cutting edge of predictive AI in a role that involves growing the business with Fortune 500 and high-growth industry leaders, as well as expanding across the globe. Reporting to our VP of Professional Services, this role will be based in our Hyderabad office.

This is the job for you if..

- You've demonstrated how to design systems and data integrations at scale in high-growth, B2B companies delivering tangible results.
- You have the ability to integrate SFDC data with other cloud applications seamlessly.
- You have the ability to communicate complex technical solutions to non-technical business users from various backgrounds including sales, customer success and marketing.
- You have strong technical writing skills. The ability to take the lead role in developing comprehensive solution design documents, application architecture, integration architecture, NFR and deployment documentation.
- You have excellent executive communication skills with the ability to summarize, present and

prioritize.

- You have the ability to set the pace and align HQ and distributed teams.
- You have the ability to work in a fast-paced environment.

And this is what you'll do...

- Work with the ETL team to ensure we are using right API types so that we don't run into data sync issues.
- Define, design and implement best practices for cross-system data integrations.
- Managed package development to see if we can move to real time sync from SFDC to Aviso
- Work with Aviso Engineering to ensure the integration between Aviso and SFDC is seamless
- Work with client SFDC administrators and talk in their language to ensure we customize Aviso to meet their needs.

Aviso is growing fast, and we're scaling our team to help enable and accelerate our growth. We are looking for people who share our values, challenge ordinary thinking, and push the pace of innovation while building a future for themselves and Aviso.

How do you want to make your impact?

Perks

- Dynamic, diverse startup environment driven by transparency and velocity.
- Competitive salaries and company equity.
- Comprehensive medical insurance available for you and your family.
- Upskilling and learning support including paid conferences, online courses, and certifications.
- Unlimited Time Off
- Sodexo Meal Coupons