

With our industry leading sales performance platform fueled by data science and predictive insights, **Aviso** empowers enterprises to accelerate their sales, optimize their sales performance and exceed their revenue goals. With a proven track record of building high growth and highly successful technology companies, our team is completely focused on solving complex sales challenges and ensuring customer success.

We have a lot of drive, smarts, and a ton of passion for what we do. The Solution Engineer's role is to provide pre-sales technical support to our field sales teams, helping to define the overall Aviso solution for our customers using the full range of products and services.

The ideal candidate can understand our customers, their needs, their business processes, and their challenges, and is capable of guiding them through the process to implement and adopt Aviso.

#### **This is the job for you if...**

- You have impressive verbal and written communication skills
- You have strong interpersonal skills with an ability to excel in a team oriented atmosphere
- You have tremendous work ethic with a passion for results
- You have an exceptional level of drive and dedication coupled with a positive attitude
- You have the ability to understand customer requirements and identify business challenges for Aviso to solve

#### **This is what you'll do**

- Build and lead relationships for highly sophisticated customer accounts
- Conduct customer needs analysis and anticipate requirements beyond existing solution's scope
- Prepare detailed product specifications to enable the sale of our products and solutions, and deliver impact presentations
- Perform advanced systems integration and provide technical expertise to design and implement the solution
- Lead/work with global team(s) on solutions and coordinate with respective Business Analysts (BAs) to understand the business pain points, present options and help drive solutions.
- Scope out project engagements and formalize this scope in a Statement of Work
- Design and lead POC/Pilots/implementations leveraging an in-depth knowledge of Aviso implementation best practices, Aviso API architecture and Aviso integration capabilities.

#### **What we're really looking for...**

- This position requires 10+ years of experience in CRM with at least 5 years' experience in the SalesCloud domain and needs to have at least one salesforce certification.
- Ability to work with the sales team on scoping and sizing for new project proposals and post-sales for existing customers
- Ability to work with the marketing and sales team in assisting with pre-sales activities e.g. demos, best practice sharing
- This position requires excellent communication, organizational skills, customer service and problem-solving skills.
- The ability to adjust to changing requirements, learn, and quickly grasp new technologies is essential.
- Experience partnering with executive stakeholders as a trusted advisor as well as enabling technical implementers
- Understanding of sales processes and hands on in-depth knowledge of salesforce.com

- Demonstrated leadership abilities to lead business discussions with customers, gather requirements and architect the value of our solution and the best practices to implement it
- Bachelors of Science in Computer Science or in Business preferred

If you are interested in being a part of something extraordinary, take pride in initiating meaningful relationships with and delighting customers, and like working alongside smart and ambitious people, then this is the role for you