

Solutions Engineer / Sales Engineer

DevRel / Technical Writing

SMB

Enterprise

[Company Name] is looking for a Solutions Engineer to partner with our sales team and help prospects understand the technical value of our platform. You will lead product demonstrations, design proof-of-concept integrations, answer technical questions during the sales cycle, and ensure smooth handoffs to implementation teams. This role is ideal for someone who enjoys solving customer problems and thrives at the intersection of technology and business.

Key Responsibilities

- Partner with account executives to deliver compelling technical product demonstrations tailored to prospect requirements
- Design and build proof-of-concept integrations that address specific customer use cases
- Serve as the primary technical resource during the sales cycle, fielding questions from prospect engineering teams
- Create and maintain technical collateral including architecture diagrams, integration guides, and ROI analyses
- Gather and relay prospect feedback to product and engineering teams to influence the roadmap
- Support RFP and security questionnaire responses with accurate technical details
- Collaborate with customer success teams on smooth post-sale handoffs and onboarding

Required Skills & Experience

- 3+ years of experience in solutions engineering, sales engineering, or a technical pre-sales role
- Strong software development background with the ability to write demo code, scripts, and integration prototypes
- Excellent presentation and communication skills for both technical and executive audiences
- Experience with enterprise integration patterns including APIs, webhooks, and SSO
- Ability to quickly learn complex products and articulate their technical value
- Familiarity with CRM tools (Salesforce, HubSpot) and the enterprise sales cycle
- Problem-solving mindset with the ability to map customer requirements to product capabilities

Nice-to-Have

- Experience in the same industry vertical as the company (fintech, healthcare, SaaS, etc.)
- Familiarity with enterprise security and compliance requirements (SOC 2, HIPAA, GDPR)
- Background in cloud architecture and deployment models
- Experience with competitive analysis and objection handling
- Track record of quota attainment or measurable impact on sales pipeline

Tech Stack

What We Offer

- Competitive salary and equity package
- Flexible remote or hybrid work arrangement
- Health, dental, and vision insurance
- Annual learning and development budget
- Generous PTO policy

Interview Process

1. Recruiter phone screen (30 min) — role fit and logistics
2. Hiring manager interview (45 min) — background, sales process experience, and technical depth
3. Mock demo exercise — deliver a product demonstration to a simulated prospect with specific requirements
4. On-site or virtual loop (3 hours) — technical deep dive, cross-functional collaboration scenario, and team fit
5. Offer and reference checks