Sales & Implementation Engineer

Description

In 2016, we founded Provi as an innovative ordering solution, aimed to disrupt the 240-billion dollar alcohol industry with a product that would move beyond the constant chaos: the texts, paper stacks, missed phone calls and lost communication that has dominated the purchasing workflow between buyers and distributors for decades.Today, Provi is better than ever. Weâ��ve created a best-in-class ordering solution that better connects beverage alcohol professionals across 35 states and growing, with more than 750,000 product listings that make up the most expansive and trusted database of U.S. distributor portfolios.Provi is looking to fuel its growth by hiring a Sales & Implementation Engineer to work alongside the engineering and businesses teams bringing Provi to new customers. We are looking for someone who is accustomed to working with customerâ��s complex data to integrate and close large deals. In this role, you will work directly with the sales team to understand the needs of our customers and bring Provi to the distributorsâ�� retailer audience. We have phenomenal customer interest and are looking for you to help bring Provi to even more customers and retailers.What youâ��ll be doing- Collaborate with the sales team to understand distributor requirements and provide sales support- Collaborate with distributors to assess their needs and determine solution requirements – understanding existing capabilities and identifying need for new solutions- Act as the main point of contact for the Provi project implementation team and work with the distributor to drive their required implementation tasks to completion- Assist Proviâ��s engineering team in setting up API permissions, roles, products, and implementation needs- Assist in the response of any technical and how-to questions from the distributor- Identify opportunities for Engineering to streamline and scale integrations- Escalate any issues delaying the go-live date to the executive management team with plan to mitigate delay if appropriate- Transition the distributor to Account Management once the customer has launched- Balance and prioritize multiple distributor integrations in tandem at various stages of the integration lifecycle On day one youâ��ll expect to have:- Minimum 5 years of experience working with customers in a pre-sales or post-sales technical role- Understanding and experience with data architecture, data analytics and cloud technology – Hands on experience with cloud data warehouse and data lake platforms- Hands on experience with SQL- Hands on experience with Python preferred- Experience working with modern data technology (e.g. dbt, spark, containers, devops tooling, orchestration tools, git) a plus – Customer-facing skills to effectively communicate our vision to a wide variety of technical and executive audiences – University degree in computer science, engineering, mathematics or related fields, or equivalent experience.nnWhat you can do at Provi:Make an impact: Work directly with the management team to help grow the business.Find your groove and grow: Provi keeps growing and you should too. Expand your skill set, diversify your experience and develop along with us.Enjoy competitive benefits: Health, Dental, Vision, 401K with match, Commuter Perks, Long/Short Term Disability, Employee Assistance Program, Unlimited PTO and Â½ day Fridays in the Summer.Be a part of something big: Join a dynamic and innovative team that is working to change a major industry. In compliance with local law, we are disclosing the compensation range for this role above. Employee pay will vary based on factors such as qualifications, experience, skill level, competencies, and work location. Base pay is just one component of the Company's total compensation package for employees. Other rewards may include annual bonuses, short- and long-term incentives, and program-specific awards. In addition, the Company provides a variety of benefits to employees, including health insurance coverage, life, and disability insurance, a retirement savings plan, paid holidays, and paid time off (PTO).Provi is committed to creating a diverse environment and is proud to be an

Hiring organization
Provi

Job Location
Remote

Base Salary
$ 65000 - $ 110000

Date posted
April 26, 2024

Apply Now

equal-opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status.If you're a qualified candidate with a disability and you need a reasonable accommodation in order to apply for this position, please contact us at jobs@provi.com. Please mention the word **CLEARLY** and tag RMzUuMTY3Ljk0Ljc2 when applying to show you read the job post completely (#RMzUuMTY3Ljk0Ljc2). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

Contacts
Job listing via RemoteOK.com