Commercial Solutions Engineer

Description

About Hightouch Hightouchâ??s mission is to empower everyone to take action on their data. Weâ??ve pioneered the Composable Customer Data Platform (CDP), which helps companies use their own data warehouse to collect, prepare, and activate customer data for marketing personalization and business operations. Traditionally, acting on data has required engineering time and bandwidth, and left most business users stuck with charts and reports that are unable to take automated action on their data. With Hightouch, every business user, without writing any code, can activate data to streamline critical processes, improve marketing performance, and scale operations. Our team operates with a focus on making a meaningful impact for our customers. We believe in approaching challenges with a first principles thinking mindset, moving quickly and embracing our value of efficient execution, and treating each other with compassion and kindness. We look for team members that are strong communicators, have a growth mindset, and are motivated and persistent in achieving our goals. Hundreds of companies use Hightouch, including Spotify, Ramp, Retool, NBA, Plaid, and Betterment. Weâ??re based in San Francisco, are remote-friendly, and backed by leading investors such as Amplify Partners, ICONIQ Growth, Bain Capital Ventures, Y-Combinator, and Afore Capital. About The Role Have you got a knack for explaining technical concepts? Do you want to work closely with big-name companies to solve some of their toughest problems? Weâ??re looking for a Commercial Solutions Engineer who loves teaching people, solving problems, and wants to be a major factor in adding to the list of our biggest customers. Youâ??d be joining a team of talented solutions engineers that love going deep into customerâ??s problems, finding ways to innovate in the ways customers use data, and making life easier for people. We care deeply about our users and partners, and we judge ourselves on how well we serve them. We partner with our Account Executives by removing technical and business-related obstacles in front of a sale, advocating for customer interests to relevant internal teams, and creating compelling technical content. We get excited talking to data engineers, product managers, marketers, and also know how to distill technical concepts to our buyers. Weâ??re here to make our customersâ?? lives easier by providing them with the right solutions for their challenges in customer data strategy and architecture. Solutions Engingeers at Hightouch frequently work with both technical and non-technical stakeholders to understand their problems and craft creative technical solutions with them. Weâ??re open to candidates with a variety of backgrounds. What We're Looking For 2+ years sales experience with at least 1+ years of that being into mid-market companies Strong discovery and interpersonal skills Intellectual curiosity, high ambition and humility Experience selling Martech and/or Data Solutions Experience with the following: Cloud Warehouses, Data Engineering, Data Analytics, and Data Modeling, and API's Bonus If You Have Experience with Customer Data Platforms We are looking for talented, intellectually curious, and motivated individuals who are interested in tackling the problems above. We focus on impact and potential for growth more than years of experience. The salary range for this position is $160,000-$200,000 (70/30 split variable) USD per year which is location independent in accordance with our remote-first policy.Please mention the word **ACCLAIM** and tag RMy44MC4yMTUuMTM2 when applying to show you read the job post completely (#RMy44MC4yMTUuMTM2). 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