Byte

Sales Engineer

Description

WE ARE VERITONE Veritone (NASDAQ: VERI) designs human-centered AI solutions. Serving customers in the talent acquisition, media, entertainment and public sector industries, Veritoneâ??s software and services empower individuals at the worldâ??s largest and most recognizable brands to run more efficiently, accelerate decision making and increase profitability. Veritoneâ??s leading enterprise AI platform, aiWAREâ?¢, orchestrates an ever-growing ecosystem of machine learning models, transforming data sources into actionable intelligence. By blending human expertise with AI technology, Veritone advances human potential to help organizations solve problems and achieve more than ever before, enhancing lives everywhere. To learn more, visit Veritone.com. WHAT YOUâ??LL DO Technical Pre-Sales Support: Collaborate with the sales team to understand customer requirements and pain points. Conduct in-depth product demonstrations and presentations tailored to client needs. Develop RFP responses, scope platform integration and extension SOWs, carry-out POCs. Develop and deliver technical proposals, including system architecture, integration plans, and customization options. Solution Design and Consultation: Work with clients to design and configure solutions that meet their specific requirements. Provide technical consulting during the sales cycle, including proof-of-concept (POC) and pilot projects. Product Expertise: Maintain an expert-level understanding of Veritoneâ??s SaaS products and their applications in the broadcast industry. Build deep technical expertise on the platform and integrated solutions and use those skills to address customer issues as needed. Stay updated on industry trends, competitive landscape, and emerging technologies. Provide clear and constructive feedback to the Veritone product team. Client Engagement: Build and maintain strong relationships with key technical stakeholders at client organizations. Act as the primary technical point of contact for prospects and customers during the sales process. Collaboration and Feedback: Collaborate with product management and engineering teams to provide customer feedback and influence product development. Assist in the creation of technical sales collateral, including whitepapers, case studies, and presentations. Develop specifications for Veritone platform integrations and extensions for outsourced development for more complex development initiatives. Post-Sales Support: Transition successfully closed deals to the implementation and support teams. Provide initial post-sales technical support and training to ensure smooth onboarding. Provide technical assistance with provisioning and configuration activities. WHAT YOU'LL NEED BA/BS in in Computer Science or Computer Programming, Broadcast Production related field or equivalent work experience 5+ years of experience working on distributed enterprise software products 2+ years of experience in Post Production Background supporting clients from Media, Entertainment and/or Broadcast industries Ability to effectively prioritize and execute tasks in a high pressure, startup environment Hands-on development or product management experience Proven analytical and problem-solving skills Proven customer-facing skills Strong project management skills Experienced knowledge of industry standards for video/audio codecs, file formats, bit rates, video/audio graphics for web, social, and digital use, as well as broadcast Familiar with Avid and Adobe Creative Suite Working knowledge of the post-production ecosystem and digital supply chain Practical experience with cloud based storage services Ability to demonstrate troubleshooting techniques and problem solve with minimal direction Strong teamwork mentality to collaborate with internal and external partners Can work in an independent capacity as necessary Able to exude patience and understanding in client facing and high-pressure

Hiring organization
Veritone

Job Location
New York City, New York, United States

Base Salary
$ 60000 - $ 105000

Date posted
June 8, 2024

Apply Now

situations WHAT WE OFFER An incredible opportunity to impact AI for good and empower the human with AI solutions and services A competitive compensation package Participation in the Company's Equity Program Remote first + Hybrid workplace VERI Communities (Affinity Groups) & Belonging Empowerment to build your career journey at Veritone Flexible (Paid) Time Off Benefits Program: medical, dental, vision, 401K matching, and more! Mental health awareness and support OUR CULTURE Loves learning & continuous growth; stays current on marketing trends Can juggle multiple projects, priorities, and deadlines with a positive attitude Comfortable in a fast-paced, small company environment Collaborative and always contributing value Driven to win as a team Remote first workplace Check us out! Veritone is a leading provider of artificial intelligence (AI) technology and solutions. The company's proprietary operating system, aiWARE, orchestrates an expanding ecosystem of machine learning models to transform audio, video and other data sources into actionable intelligence. We love to continuously grow while staying ahead of trends and creating structure in an unstructured world. If you've made it this far and align with our goals, we look forward to reviewing your qualifications! DISCLOSURE Our company provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability or genetics. (Colorado & California Only*): Minimum annual salary of $138,000.00. This base pay is for illustrative purposes only and will be determined based on skills and experience comparable to the job requirements. This position may be eligible for additional compensation and benefits including but not limited to: incentive compensation; health benefits; retirement benefits; life insurance; paid time off; parental leave and benefits; and other employee perks and benefits. *Note: Disclosure as required by sb19-085 (8-5-20) of the minimum salary compensation for this role when being hired in California & Colorado. #LI-DS1 #LI-REMOTE #pandoiqPlease mention the word **MARVELOUSLY** and tag RMjE2LjI0NS4yMjEuOTE= when applying to show you read the job post completely (#RMjE2LjI0NS4yMjEuOTE=). 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