Enterprise Sales Engineer Job Description

The Glympse Partner Development team is looking for a rockstar Sales Engineer to join the team and help us grow our ever-growing list of Fortune 100 Enterprise and partners. You are an SE who comfortably bridges mobile, web and cutting edge location sharing technology for Enterprise, and relishes the opportunity to work for one of the [hottest location sharing startups](#) today.
We are rapidly growing and currently have over 28 employees between Seattle and San Francisco. We're well funded by amazing investors, including Menlo Ventures, Ignition Partners, Naya Ventures, Verizon Ventures and UMC Capital.
We plan on doubling in size over the next year, so we need your help!

Location: this position can be remote to Seattle; the ideal candidate will be based in the Midwest or East area of the USA.

Ideal Experience:
- Enterprise and/or Cable Telco vendor experience, including solution sales, and deployment.
- Past Venture Backed Startup background a plus
- Experience with mobile applications, SDK's, mobile ecosystems; added bonus if consumer facing product experience
- Hands-on technically proficient and you will lead the partner development innovation charge: working closely with Engineering and customers on next generation customer demos and PoCs
- Hands on experience with HTML/JavaScript/Coding Methodologies and technologies
- Min. 4- 5 years of hands-on experience with technical customer facing role
- Experience working with enterprise customers on a daily basis
- Strong customer facing skills; ability to technically sell the Glympse platform to all levels of an Enterprise org: developers, architects, VP, CXO etc.
- Strong communication and presentation skills
- Strong Visio/PowerPoint/Word skills; ability to dovetail Glympse platform into Enterprise architectures and solutions
- Independent, a self-starter and ability to work successfully being remote
- Product orientated and ability to act as a funnel for product requirements back to Product Org
- B.S. degree in engineering or computer science or equivalent

Responsibilities:
- Hands-on development of customer-driven PoC's, demos and next generation products/features.
- Technical presales with key prospects – presentations, demonstrations, solutions architecture, evangelism of Glympse platform etc.

- Establish technical credibility and build relationships with key stakeholders in accounts
- Actively participate in sales strategy planning, sales calls, customer design sessions, and technical evaluations
- Identify and document key customer requirements, challenges, and potential opportunities and articulate the most appropriate solution
- Regularly engage with product and technical teams to provide feedback and identify opportunities to further improve the product, processes and customer experience
- Bid/RFX management
- Travel to key prospect sites, assists in design, setup and support of live customer trials
- Owns the Glympse viewer demo platform (ability to customize a viewer according to prospect branding)
- Acts as an aggregator and funnel for all field/customer requests back to Product/ENG, assists in the scope, development and validation of new Glympse offerings