

## **Pre-Sales Engineer / Solutions Engineer**

Are skilled at showing **technical product demos** for prospective customers? Do you understand enterprise data architecture, privacy, and security technologies? Then we want to hear from you! Clarip is looking for Pre-Sales Engineers / Solution Engineers to join our team. Clarip's patented Hybrid AI technology is disrupting the fast growing Data Privacy industry. Clarip's technology is used by the Fortune 500 companies to help protect customer data and comply with the privacy laws around the world. Clarip is conveniently located in the suburbs of Philadelphia.

As a Product Specialist, you will have a significant impact on the success of each sales presentation, and on the growth of the company.

### **Key Requirements**

- Bachelor's degree in computer science or related area
- **5-7 years of experience in supporting SaaS / Enterprise software sales**
- **Ability to run software product demos and explain complex solutions**
- Ongoing desire to learn and stay current with the latest technologies
- Ability to work independently and be focused on results
- Good problem solving and analytical skills
- Understanding of enterprise security and privacy requirements
- Understanding of IT Operations

### **Technical Requirements**

- Knowledge and understanding of LAMP, HTML, CSS, JS, JQuery, REST APIs
- Knowledge of relational databases (SQL, Oracle), cloud instances, containers, NoSQL and other data-stores (such as MongoDB, Cassandra), Hadoop, etc.
- Knowledge of cloud technologies (AWS, Azure, etc.)
- **Experience developing technical architecture diagrams, flow charts and documentation**

### **Responsibilities**

- Evaluate prospective customer needs and uncover requirements for Clarip solutions
- **Demo products to technical and non-technical audiences, at executive**

### **levels in sales meetings**

- Express the technical value proposition and key differentiating capabilities to prospective new customers and partners
- Prepare and present Proposals, SOWs, and RFIs
- Partner with our Sales and Product Development teams to develop enterprise solutions
- Provide post-sales follow-up, technical training, and help with post-implementation support
- Lead and execute POC efforts and ensure total customer satisfaction
- **Ability to hold the ground and converse with CIOs and CISOs**
- Knowledge of security technologies is a plus
- Prior coding experience is a plus

### **What we offer**

- A career in a fast growing technology company
- Contributing to something that is truly impacting people's lives
- Becoming part of the movement that cares about data privacy
- Excellent compensation and unlimited growth opportunity

### **Compensation**

- Competitive salary, based on the experience
- Performance bonus
- Stock options
- Paid vacation

**Please send resumes to [jobs@clarip.com](mailto:jobs@clarip.com)**