HVR Job Posting

Sales Engineer

Europe

Would you like to help customers in every industry accelerate their digital transformation by reshaping their mission-critical IT systems with innovative real-time data technology? Do you like learning and using the latest in cloud computing technologies to solve novel problems? Do you have a knack for quickly understanding and concisely articulating complex problems in plain English? Are you proactive yet humble? Are you a leader?

HVR is a fast-growing company dominating our market niche and we're looking for a high-energy Sales Engineer to help us accelerate the real-time data revolution by expanding our product footprint in Europe You'll join a culture of friendly, customer obsessed over-achievers who are accessible and interested in fostering your skills and furthering your career.

Job Description
- You will be a leader for all technical aspects of the product sales cycle working closely with one or more sales managers with ambitious timelines to exceed revenue objectives.
- You'll help qualify new leads and expand the footprint in existing accounts by understanding your customers' goals while educating them on the value proposition of HVR.
- You'll engage in customer meetings where you will give exceptional product demos and perform multiple proof of concepts in parallel, enabling new customers to be HVR advocates.
- As a self-starter, you'll learn how to use some of the latest data systems, cloud and automation technologies that encompass the technical ecosystem in which we thrive.
- You'll be able to articulate the customer's goals and challenges to product management and engineering. You're input will be invaluable.
- You may author or contribute to HVR customer-facing publications such as white papers and best practices and may be asked to speak at trade shows.

Experience and Skills
- Have at least 6 years of technical experience with cloud, data lake, big data and database technologies.
- Be capable of working with a talented sales team throughout the sales cycle and be able to help close high value deals.
- Understand the customer's high-level goals and go aggressively figure out the details of how to get it done while being a humble and friendly team player.
- Be able to help your teammates in need even when you're extremely busy. They'll do the same for you.
- Know when to be the leader or the follower; the teacher or the student.

- Have the ability to maintain professionalism under high pressure situations.
- Experience with data replication, ETL/ELT tools, AWS Cloud Formation, Terafrom, Kubernetes, Docker, API technologies and analytics are definitely a plus.

Education
Bachelor's degree in Computer Science or life experience equivalent.

Travel
Before Covid-19 we would say up to 50% travel was required and remote/home office work is possible the rest of the time. In the Covid-19 world we are currently 100% work from home and will access this as needed. Your and your family's health is a top concern.

Apply
https://www.hvr-software.com/about-us/careers/