

Public Sector Solution Engineer - Mulesoft

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Company: Salesforce, Inc.

Location: Central Coast

Category: other-general

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will help to develop a differentiated solution, demonstrate this to the customer, and address any questions and concerns they may have. During this process you will build impactful relationships with your customers and strive to become their trusted advisor!

What's in it for you? What you will get from us is the opportunity to sell the best products in market, best in class onboarding and training, an excellent commission plan, extraordinary benefits including 7 days of paid volunteering each year, subsidised private health insurance, a wellness benefit that covers various wellness activities, the latest tech appliances and outstanding support from sales, marketing, lead generation, sales programs and more.

What you'll achieve: Work with government and not-for-profit organisations to understand their challenges and goals through focused discovery sessions and workshops Build and present customised product demonstrations Expertly present and articulate the business value of your proposed solution to business managers and executives Work as a team and contribute; learning and sharing new knowledge Manage multiple customer engagements concurrently Be self motivated, flexible, and proactive Willingness and flexibility to travel occasionally

What you'll need to be successful: Excellent verbal and written communications skills with a focus on capturing requirements and use cases, developing a solution and articulating business value Outstanding presentation and demonstration skills with a focus on storytelling Ability to work as part of a team to solve business and technical problems Experience of working across a range of industries and be able to understand the current landscape and typical challenges and opportunities. Due to the nature of this role, Australian Citizenship is necessary. Preferred Skills: NV-1 or baseline clearance is preferred Experience in a comparable pre-sales position Federal and/or Not-For-Profit industry experience. Experience with Integration and/or Data Solutions Business Analysis and Business case/ROI construction

At Salesforce we encourage applications from Aboriginal and Torres Strait Islander peoples. Salesforce Australia is committed to walking together with the Traditional Custodians of this land, Australia's First Nations peoples, as we forge a path to reconciliation. Please see our Reconciliation Action Plan for more information. *LI-Y

Accommodations If you require assistance due to a disability applying for open positions please submit a request via this Accommodations Request Form . Posting Statement

At Salesforce we believe that the business of business is to improve the state of our world. Each of us has a responsibility to drive Equality in our communities and workplaces. We are committed to creating a workforce that reflects society through inclusive programs and initiatives such as equal pay, employee resource groups, inclusive benefits, and more.

Learn more about Equality at www.equality.com and explore our company benefits at www.salesforcebenefits.com . Salesforce is an Equal Employment Opportunity and Affirmative Action Employer. Qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender perception or identity, national origin, age, marital status, protected veteran status, or disability status. Salesforce does not accept unsolicited headhunter and agency resumes. Salesforce will not pay any third-party agency or company that does not have a signed agreement with Salesforce . Salesforce welcomes all. About Us We're Salesforce, the Customer Company, inspiring the future of business with AI + Data + CRM. Leading with our core values, we help companies across every industry blaze new trails and connect with customers in a whole new way. And, we empower you to be a Trailblazer, too — driving your performance and career growth, charting new paths, and improving the state of the world. If you believe in business as the greatest platform for change and in companies doing well and doing good – you've come to the right place. #J-18808-Ljbfrr

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