

Senior Director, Solutions Engineering

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Company: HashiCorp, Inc.

Location: Melbourne

Category: other-general

The Senior Director, Solutions Engineering will build, manage, develop, and lead an organization of Solutions Engineering Leaders and Solutions Engineers, partnering with our Sales organization and focusing on HashiCorp's account base in APJ. This is a senior management role reporting directly to the global Vice President of Solutions Engineering & Architecture. The key objective of this role is to provide oversight of the entire technical GTM in APJ. This role also acts as an escalation channel for the team and engages directly in certain key opportunities within the region. As with any leadership position, it is required to nurture and support team members into advancing their abilities and career within HashiCorp in order to retain talent, as well as hiring within the team and other regional teams. In this role, you can expect to... Manage APJ regional SE teams to achieve new and renewal revenue and pipeline development goals in partnership with sales leadership Provide mentorship and coaching on sales opportunity best practices and value selling Provide thought leadership with respect to market trends and HashiCorp's value proposition in the marketplace Deploy a systems thinking approach to improving our business processes including hiring, go to market, demo and workshop infrastructure, etc. Communicate regional priorities and trends to stakeholders in sales and SE leadership, product management, marketing, etc. This role will also be responsible for influencing strategic decisions across APJ. You may be a good fit for our team if you have... An accomplished Solutions Engineering Leader with 5+ years of enterprise software and staff management experience. Second line leadership experience is preferred Technical leadership in at least one of HashiCorp's influence areas (Infrastructure Lifecycle Management or Security Lifecycle Management).

Entrepreneurial and comfortable in a fast-moving, results-driven environment Successful track record of defining and executing strategic and innovative projects which have had major impact on company performance Leadership abilities along with proven success in building, growing and managing a highly talented and motivated APJ organization Experienced and strong supporter of DevOps methodologies Prioritize and allocate resources against an array of simultaneously-running projects, with appropriate analysis, along with bringing major new features or sales motions all the way from conception to market and into ongoing maintenance Strong understanding of current and emerging technologies such as cloud computing, distributed systems, automation, fault tolerant systems, and/or orchestration software Outstanding written and oral communication skills including the ability to present ideas on both technical and business elements Engaging personal style with strong interpersonal and collaboration skills with a predisposition towards mentoring staff and encouraging their professional career development Self-directed with the ability to make strategic, complex and difficult decisions at all times Advanced technical/engineering degree; MBA is helpful, but not required Strong strategic thinking ability and demonstrated business acumen Residency within the assigned region HashiCorp embraces diversity and equal opportunity. We are committed to building a team that represents a variety of backgrounds, perspectives, and skills. We believe the more inclusive we are, the better our company will be. #LI-Hybrid

Life at HashiCorp HashiCorp is driven by our people and our principles which have been the foundation of everything we do since the company was founded in 2012. Join us on our journey as we work to support the world's most innovative companies as they transition to cloud and multi-cloud infrastructure through simple yet powerful workflows and automation. At HashiCorp, we build the infrastructure that enables innovation. Our suite of multi-cloud infrastructure automation products are the underpinnings of the largest enterprises in the world, who rely on our solutions to provision, secure, connect, and run their critical applications to deliver crucial services, communications tools, and entertainment platforms to the world. We're building a once-in-a-generation infrastructure company with a unique approach rather than focusing on specific technologies, and we build products and solutions that support real-world workflows spanning the multiple cloud environments that nearly every organization worldwide is using today. HashiCorp is proud to be an Equal Employment Opportunity employer. We are committed to providing equal employment opportunities to qualified applicants and do not discriminate on the basis of race, color, ancestry, religion, sex, pregnancy, gender, gender identity, gender expression, sexual

orientation, national origin, age, marital status, genetic information, disability, protected veteran status or any other characteristic protected by federal, state, or local laws. We also consider qualified applicants with arrest and conviction records consistent with the San Francisco Fair Chance Ordinance, the Los Angeles Fair Chance Ordinance, and other applicable state or local laws. HashiCorp is committed to providing reasonable accommodations to qualified individuals with disabilities in our job application procedures. If you need assistance or an accommodation due to a disability, please reach out to benefits@hashicorp.com We comply with all laws and regulations set forth in the following posters: Note: some benefits may differ from one country to another.

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