**Senior Sales Engineer**

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Company: Onset Group

Location: Melbourne

Category: other-general

Job DescriptionTechnology sales processes are becoming more complex.We often hear about things taking longer than they used to, more work being done up front to win the business and more tyre kickers than ever. The list could go on.As such, gone are the days where the BDM breaching the line is the only hero needed.To win consistently and materially, you need a good team.A Senior Sales Engineer brings an X factor to winning deals.Let's face it, they understand the tech best and the nuanced problems facing the customer.Thus, a background in Data Engineering, Technical Pre Sales or Data/Software Consulting is ideal for this role.Technology you'll be working with is SQL, the vendors own platform, and a bit of Python/Spark.Some Examples Of Technical Task Could BeWorking with cypher queries to generate insights.

Loading data (mostly for POCs).

Integration work with Python in Cloud (AWS, Azure or GCP) and on prem environments.The Account Executive will be pushing through new and existing client opportunities to action together.You'll play a key role in product demonstrations or moving forward to POCs. These POCs are often complicated as architecture, code and data needs to be worked through.Melbourne based (hybrid). There will be occasional travel to ANZ, including Sydney (AU HQ) and occasionally Singapore (regional HQ).Interview ProcessHiring Manager interview

AE interview

Technical interview

Cultural/final

References / OfferRemuneration and benefits$200 - $220K AUD base + super + 20% commission

Accelerator (company) bonus

Stock options

Health insurance

Mobile phone / Internet / Travel is reimbursed.The hiring company wishes to hire someone in this quarter (ending March 2024).Get in touch with Ronny on 0448 808 848 or ronny@theonset.com.au to learn more.

#J-18808-Ljbffr

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