

Job Title Sales Engineer EMEA

Reports To VP Sales EMEA

Department/Division Sales

ContractPodAi® is one of the fastest growing legal technology start-up businesses in the world. Our proprietary software brings substantial efficiencies to the legal function of major and international businesses across all sectors. Our customers comprise top global brands across all industries and in every continent. Our employees are smart, creative and collaborative. We work hard, support each other and enjoy great benefits and perks! ContractPodAi offers a challenging and fun environment that drives personal and professional growth.

Purpose of the Role:

As a key member of our EMEA team, the Sales Engineer owns the pre-sales function, selling complex and detailed elements of the product to both non-technical (legal) and technical audiences within our customer base. They must have extensive knowledge of the software with a detailed understanding of its functionality.

Job Responsibilities
<ul style="list-style-type: none"> • Own technical sales activities within the sales process to gain and build customer trust
<ul style="list-style-type: none"> • Assist the sales team to qualify opportunities by understanding customer needs and challenges
<ul style="list-style-type: none"> • Provide customer presentations on the company and the platform
<ul style="list-style-type: none"> • Provide tailored customer demonstrations on the platform catering for all user types and levels of expertise
<ul style="list-style-type: none"> • Scope/deliver Proof of Concepts and write success criteria documents
<ul style="list-style-type: none"> • Write sales solution proposals including high-level solutions and professional services
<ul style="list-style-type: none"> • Own the Technical response to RFIs/RFPs
<ul style="list-style-type: none"> • Retain a competent level of knowledge and technical hands-on experience across ContractPodAi products, solutions and sales proposition
<ul style="list-style-type: none"> • Participate in sales planning, strategic initiatives that create a pipeline, upsell the account and drive competitive displacements.

<ul style="list-style-type: none"> • Play a proactive "Technical Account Management" role within your target accounts including building a trusted relationship, retaining an understanding of the customers and contributing to business development activities
<ul style="list-style-type: none"> • Present at customer workshops and industry events
<ul style="list-style-type: none"> • Update and maintain the technical SE activities within SFDC.
<ul style="list-style-type: none"> • Maintain expert knowledge of ContractPodAi portfolio and products
<ul style="list-style-type: none"> • Maintain current knowledge via internal webinars, case studies, training and all other resources
<ul style="list-style-type: none"> • Keep abreast of trends and industry analysts reports
<ul style="list-style-type: none"> • Perform research into technology partner or other vendor solutions in the context of client requirements for integration
<ul style="list-style-type: none"> • Collaborate with other functions in the business such as marketing, sales and customer success to provide points of view and documentation as needed

Core Competency Group: VP Sales EMEA

Requirements
<ul style="list-style-type: none"> • 4+ years proven SaaS experience in a Presales/ Sales Engineering position
<ul style="list-style-type: none"> • Experience in engaging with executive stakeholders, solution architects, and extended program teams
<ul style="list-style-type: none"> • Solid verbal and written communication skills, with the ability to adapt messaging to varying stakeholder levels
<ul style="list-style-type: none"> • Ability to handle and overcome objections in both a pre-sales and project delivery
<ul style="list-style-type: none"> • Ability to learn technology quickly through instruction and self-training
<ul style="list-style-type: none"> • Ability to work in an international, fast-growing environment
<ul style="list-style-type: none"> • Ability to travel up to customer locations as required

The environment is fast paced with great career potential. You will be joining at a pivotal time for the business as our first on-the-ground implementation hire. As you progress in your role you will gain in control, responsibility and autonomy for the region as the company grows.

To Apply:

Forward CV to Careers@ContractPodAi.com

Include "Sales Engineer EMEA" in the subject line.