Pre-sales Technical Solutions Consultant

Location

Apply

📍 **United States, Santa Clara – CA, Boulder – CO, San Antonio – TX, Other US locations – Remote**

This is a Full Time, Exempt position and reports to the Chief Revenue Officer of the Company. It is based out of one of our U.S. offices in Santa Clara, CA, San Antonio, TX, Boulder, CO or remotely in select states.

Your mission

Webscale is a leading managed services platform. Its fully optimized, highly secure, and reliable automation platform streamlines the migration and management of ecommerce storefronts in any public cloud, including Amazon Web Services, Google Cloud Platform, and Microsoft Azure.

As we extend our business, we are looking for a **Pre-sales Technical Solutions Consultant** with experience in the payments industry to architect and solution complex deals involving payments integrations across multi-cloud environments.

What you'll be doing

We have aggressive plans for continued expansion with thousands of customers and growing. As a Pre-sales Technical Solutions Consultant you'll be responsible for supporting the needs of our prospects, customers and sales team members, and providing technical guidance and insight throughout the sales process. This includes designing and implementing the most optimal integrated web application and performance solutions for ecommerce and Enterprise customers and partners.

As part of the sales team, you will be responsible for assisting in the preparation and delivery of sales presentations and portal demonstrations, mostly remote over tools like Zoom, acting as a subject matter expert in all product/service offerings, and driving the sales cycle to closure. The responsibility also extends to project-managing the customer deployments alongside the implementation team and continuing to stay the customers champion within Webscale.

What you should have

- Previous Sales Engineering, Solutions Engineer, Pre-Sales or Technical Consulting success

- Success selling integrated payments and/or embedded finance solutions

- Specific examples of supporting sales executives in closing deals

- Ideally has an advanced Public Cloud Certification (AWS, GCP, Azure)

- Ecommerce Application workload experience will be a plus (ie, Adobe Commerce, Magento, Drupal, etc)

- Selling technical solutions to small, medium and large customers.

- Managing customer expectations through pre-sales, onboarding and go-live.

- Strong leadership skills in a global environment and commitment to CRM tools like salesforce.com

- Startup experience along with experience in networking, CDN, hosting, managed hosting, cloud hosting, ecommerce and/or digital agencies a must

- Background in web performance technologies, application acceleration, eCommerce, enterprise sales and cloud environments is a big plus.

- Understanding of ecommerce platforms and Cloud infrastructure is a big plus.

- **Driven:** You are a driven team player, collaborator, and relationship builder whose infectious can-do attitude inspires others and encourages great performance in a fast-moving environment.

- **Entrepreneurial:** You thrive in a fast-paced, changing environment and you're excited by the chance to play a large role.

- **Relentless Improvement:** We are growing our team and building our company. Ideal candidates will be enthusiastic seekers of new ideas for improvement and will be excited to stay current in the practices of other top employers. We want you to bring your thoughts, constantly hatch new ideas and share recommendations often. We have a high bar and will always look to raise it.

- **Passionate:** You must be passionate about online collaboration and ensuring our clients are successful; we love seeing hunger and ambition.

Standard Qualifications and Experience

- Bachelor's degree in Computer Science, Engineering, or Mathematics

- 5+ years of sales engineering of a technical sales organization.

- Advanced knowledge of integrated payments, Web/LAMP architectures

- Strong interpersonal, speaking, writing, presentation, and collaboration skills

- Ability to demonstrate technical concepts to non-technical audiences

- Public cloud certifications preferred (AWS, Azure, GCP)

- 5+ years of experience in the payments industry coupled with at least one of these areas: networking, CDNs, ecommerce technologies, digital agency, cloud hosting, managed services, headless commerce, fraud detection or security software

About Webscale

Webscale is a leading managed services platform. Its fully optimized, highly secure, and reliable automation platform streamlines the migration and management of ecommerce storefronts in any public cloud, including Amazon Web Services, Google Cloud Platform, and Microsoft Azure.

Webscale powers Fortune 1000 brands and thousands of other B2C, B2B, and B2E ecommerce storefronts across 12 countries and has offices in Santa Clara, CA; Boulder, CO; San Antonio, TX; Bangalore, India; and London, UK.

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