

Senior Sales Engineer Tel Aviv

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Company: WalkMe

Location: Tel Aviv-Yafo

Category: other-general

About the position

WalkMe pioneered the Digital Adoption Platform (DAP) to empower business leaders to realize and unlock the full potential of technology in today's overwhelming digital world. Through WalkMe's guidance, engagement, insights, and seamless automation, employees are more efficient, executives have better visibility into digital usage, and organisations maximise the full value of their digital assets to empower digital transformation.

As a Pre-Sales/Sr. Solution Consultant you will be responsible for providing subject-matter expertise on WalkMe' Digital Adoption Platform. You will drive technical relationships with all stakeholders and support sales opportunities. The Pre-sales Consultant will work closely with the sales team throughout the sales process to ensure all of the client's technical needs are understood and met with the best possible solution

The ideal candidate will possess excellent communication skills and be able to translate business requirements that impact revenue cost & risk to the organisation. The successful candidate will work well under pressure, be self-motivated while still interacting well with a team, be highly organised and have a high energy level.

Language Skills required: English + German or French

What You'll Own

Provide advice and technical guidance to WalkMe's Sales teams and key business

partners.

Create and deliver innovative solution demonstrations for prospects, customers, and partners, on-site and remotely.

Install, configure and troubleshoot solutions and conduct Demos / Workshops / Custom Proof of Concept (POCs)

White board business concepts and technical architectures.

Demonstrate WalkMe's Solution in terms of both business value and technical aspects.

Contribute field knowledge and feedback aimed at directing future product requirements and enhancements, as our technologies are constantly updated.

Collaborate closely with your internal network and the customer to obtain a deep understanding of the customer's technology needs or offerings, and architect a solution to meet them.

Understand and act as a valued resource early and often within the customer's decision-making process.

Deliver value pitches to business users at the C-Level as well as leading deep dive technical discussions with IT.

Provide excellent technical specification and requirement documentation to support the proposed solution.

Present business and technical messaging.

Work in a team, share knowledge as well as work independently.

Travel may be required.

What You'll Need to Succeed

The candidate should have strong practical experience and excellent achievements from

the world of SaaS solutions, as a Sales Engineer or Solution Architect, working with Enterprise software products or services. Service Management and/or Integration experience is strongly preferred. WalkmeKnowledge?

Demonstrated ability in assessing customer requirements, identify business problems, and demonstrate proposed solutions.

Both Direct / Digital Sales activity experience will be seen as a benefit.

Bachelor Degree or global equivalent experience in an IT, business or sales related field is preferred.

Excellent verbal and written communication skills, with the ability to communicate ideas- both technical and non-technical via various mediums.

Ability to self-learn new technologies quickly and be comfortable talking about new technologies and events

Intelligent, motivated and competitive with a “roll-up-the-sleeves” and “get the job done” attitude

Adaptable to change in a fast-moving environment

Fluency in English is a must.

Preferred Technical Knowledge

Web Technologies

HTML, CSS, jQuery

Mobile Technologies

We value collaboration and understand the importance of a healthy work-life balance.

To support, we offer:

Flexible Work Arrangements: We offer hybrid and flexible hours to help manage work commitments and personal life effectively.

Family Friendly Policies: We provide family friendly policies relevant to each region to ensure you can prioritize your family's needs.

Supportive Culture: We focus on the whole person, celebrating what makes us unique, and create space for community.

Professional Development: We encourage continuous learning and offer opportunities for career development through our career compass offering.

Volunteer Time Off

We seek to hire and develop the best talent, bringing a range of perspectives, experiences and background to the DAP category. This helps us better meet the diverse needs of our global communities and clients with creativity, insight, and market innovation. We welcome and encourage applicants from across different genders, gender identity and expression, sexual orientation, race, age, national origin, citizen status, religion, body size, socioeconomic status, ability, neuro(a)typicality, physical appearance, veteran status or any other characteristic. **If you require accommodation for any part of the recruitment process, please send a request to**

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