



Sr. Sales Engineer

Location: Anywhere in the US

Who We Are:

GigaIO has invented the first truly composable universal dynamic infrastructure fabric, empowering users to accelerate workloads on-demand, using industry-standard PCI Express/soon CXL technology. As a global leader in Composable Infrastructure (CI), our open platform allows users to effortlessly manage and configure “physical” bare metal server systems in seconds. GigaIO’s FabreX™ open architecture allows users to configure their physical server infrastructure on-the-fly while enabling true datacenter disaggregation.

Does getting in on the ground floor of a data center technology that is disrupting the computing, HPC, and AI industry make your heart beat a little faster? Does the excitement of joining a team of exceptionally talented and motivated technologists at a well-funded, startup sound attractive? Are you looking for an exciting Sales Engineer opportunity with unlimited upside potential? If so, please read on.

What You Will Do:

The Sr. Sales Engineer participates in the development of account sales strategy and is responsible for all technical due-diligence during the sales cycle for our North American accounts. Fundamental ownership of all technical aspects associated with customer accounts resides here. You will evangelize GigaIO’s technology portfolio to prospects, partners and resellers, and collaborate with GigaIO Engineering on application specific solutions. In this ground floor opportunity, you will help develop our sales engineering processes and organization.

Responsibilities:

- Partnering with the GigaIO North American Sales team, help drive sales with technical expertise, account management skills and exceptional customer focus
- Provide technical consultation to prospective users to streamline assessment, validation and adoption of GigaIO solutions
- Author appropriate responses to RFP's and technical proposals, including development of supporting data, working in conjunction with GigaIO Sales teams and senior GigaIO Engineering staff
- Develop and maximize reseller/alliance partner relationships to increase sales performance
- Create and deliver technical product presentations and/or training sessions to channel partners, alliance partners and prospects remotely from GigaIO’s HQ facilities
- Install, support, and maintain GigaIO solutions at the pre-sales PoC deployments



Who You Are:

Proven capability in several of the following areas:

- Thorough understanding of technical sales techniques and processes including the ability to understand customer needs, constructively overcome objections, assist in the development of business cases, and technically close customer engagements
- Ability to develop and maintain relationships with technical resources at partners and customers
- Designing and sizing rack scale solutions to include data center Compute, Networking, and Storage
- Experience in High Performance Computing, Artificial Intelligence, and Machine Learning data center architectures
- Familiarity with Containerized workloads and Application Modernization
- Ability to motivate, train and conduct seminars within channel partners in order to increase revenues within your assigned territory
- Ability to travel (up to 50%)

Qualification and Experience:

- 10+ years prior Sales Engineering or Reseller experience complex, enterprise class data center environments with a demonstrated track record of success in driving customer adoption of technology
- Experience working with and selling to in the Fortune 2000, Higher Education and the US Federal Government
- Direct professional experience with HPC and AI architectures, including design and deployment of multiple production systems
- Mentoring and training sales engineers at partners and within the organization
- Experience engaging with OEM partners, system integrators, channel partners, as well as experience selling servers, storage hardware, or networking equipment
- Bachelor's degree or equivalent experience
- US Citizenship