



POSITION: SR. PRE-SALES ENGINEER

LOCATION: MANCHESTER, NH

WHO WE ARE

Acuant is a next gen Identity Verification Platform that reduces fraud while providing a seamless customer experience. Award-winning products include ID capture and auto-fill software and ID authentication with the industry's highest speed and accuracy rates. Solutions are deployable via web services (cloud), mobile and desktop applications. Acuant also offers Chip and e-Passport authentication with PKI, facial recognition software and manual review of IDs.

Holding more than 20 patents and powered by human-assisted machine learning, Acuant possesses the industry's largest ID library and has completed more than 3 billion transactions worldwide. Partners include Fortune 500 and FTSE 350 organizations and start-ups in all industries. For more information please visit WWW.ACUANTCORP.COM.

WHAT WE LOOK FOR

Do you like understanding how cloud and mobile products work and finding solutions for challenging problems. Do you enjoy connecting with customers and helping them improve their business? Are you knowledgeable, resourceful and show initiative? These are the qualities of an idea candidate for the Sr. Solution Engineer position at Acuant.

The Senior Solution Engineer is a member of professionals who participate in the sales cycle by working with prospects and customers to clearly articulate Acuant's technology and use cases associated with it. Along with significant (5+ years) experience in a technical pre-sales or customer-facing role, an understanding of the Enterprise sales cycle and its corresponding technical requirements are required to be effective in this position.

- Bachelor degree (or higher), with exposure to computer science, math, engineering, or equivalent practical experience
- 5+ years' experience in a Solutions Engineering or Pre/Post-Sales role, or demonstrated success in a related field
- Basic understanding of APIs and SDKs
- Basic understanding of C#, JavaScript, Java
- Experience with physical and virtualized infrastructure, operating systems, and software configuration
- Overall technical savvy with demonstrated ability in work in a small team setting, owning complex technical projects with international scope
- Experience managing and collaborating on short-term implementation projects, with documented results
- Lateral and logical troubleshooting, follow-through and problem solving skills, resourcefulness, attention to detail, and communication skills, both verbal and written



- Customer Focus - Responds effectively to needs expressed by customers
- Must be able to present effectively in front of groups, both technically and non-technically oriented. Also requires ability to understand business problems of C-level executives; discuss these problems; present and prepare solutions

WHAT YOU BE RESPONSIBLE FOR

- Understand and communicate solution messaging at both a technical and business level
- Provide industry expertise and guidance to clients using Restful APIs
- Become a Subject Matter Expert (SME) for Acuant's Cloud and Mobile products
- Remove Sales obstacles by providing internal consulting, training, and knowledge support
- Partner with Sales to build long-term account relationships, that deliver ongoing business value
- Help complete technical sections for RFP/RFI/RFQ responses for assigned accounts
- Collaborate with internal Product and Engineering teams to diagnose and resolve problems
- Articulate market requests and needs to Engineering and Product organizations in clear, concise manner
- Contribute towards solution design and technical documentation
- Remain current in industry and technology trends

HOW WE VALUE OUR EMPLOYEES

- You will always be heard, decisions are collaborative
- Competitive compensation
- Challenging and rewarding work
- Generous benefits package
- Work with an incredible team of smart and mission-driven people