



JOB POSITION: Pre-Sales Engineer (PSE) EMEA

Snipp is a fast-growing publicly listed company focused on building cutting-edge promotions, loyalty and shopper marketing technology solutions for brands. We work with some of the largest brands and agencies in North America, EMEA and increasingly internationally.

We're looking for smart, entrepreneurial people who enjoy challenges and working on cutting edge technology – no one will be holding your hand here. In exchange, we promise to pay you fairly, give you flexibility in how/ where you work and present you with lots of challenges so you will never be bored!

Position Overview

The Pre-Sales Engineer (PSE) supports sales productivity and deal flow by securing the “technical close” in complex cases. The PSE collaborates with sales, service, engineering, and technical support resources to ensure proposed deals include technical solutions that accurately address customer needs, and are appropriately supported by key customer technical decision-makers.

The PSE is responsible for achieving a profit and productivity quota made up of the combined expectations of the sales resources, market, and/or channel supported

We are looking for a candidate with a strong technical foundation in the Loyalty business, digital & promotions marketing, enterprise applications and SaaS environments. The candidate should be well organized, detail-oriented, tenacious, manage tasks across multiple customers and projects simultaneously, be a creative problem solver, analyze and make data-informed decisions, have superior communication skills, and finally be a team player.

Responsibilities

- Works deals assigned to the sales team supported, prioritizing effort based on maximizing total impact on team productivity and profit, or as directed by the sales manager.
- Proactively scopes the technical solution required to address customer requirements, assesses customers' met and unmet needs, and recommends solutions that optimize value for both the customer and the firm.
- Secures input from all necessary solution stakeholders within the customer firm. Adapts solutions, as necessary, to ensure appropriate support.
- Coordinates closely with internal sales, sales support, and service resources to align solution design with customers' business requirements.
- Secures from customer technical staff commitments needed to ensure a deal's “technical close.”
- Meets assigned targets for profitable sales growth in assigned product lines, market areas, channel, or teams supported.
- Provides coaching and professional development to teammember sales associates in order to enhance their product knowledge, technical acumen, and technical sales skills.
- Provides and drives Loyalty Design / modeling tasks to support the selling top-down approach to marketers;
- Opportunistically pursues additional business development opportunities within customer firms. Collaborates with sales to ensure these opportunities are effectively covered and advanced.
- Monitors customer support for technical solutions proposed throughout the sales process, and alerts the sales and account teams to potential risks of deal closure.

Accountabilities And Performance Measures

- Achieves assigned productivity and profitability quotas.
- Maintains deal through-put in early deal-sales process steps.
- Achieves product growth targets for the assigned geography, channel, sales team, or account base.
- Maintains high customer satisfaction ratings that meet company standards.
- Completes required training and development objectives within the assigned time frame

Organizational Alignment

- Reports to the SVP Sales EMEA.
- Reports on a dotted-line basis to the EMEA MD.
- Works closely and collaboratively with the sales and account teams supported.
- This position will be assigned to support a geography (EMEA) and more than one named account teams.



Qualifications

- Four year college degree from an accredited institution
- Minimum six years of sales engineering experience in a business-to-business, large/strategic customer segment;
- Proved Pre-Sales Engineer experience in the most of the following areas: Loyalty, Engagement, Promotion, OCR technology, Reward, CRM, MKTG Automation, CDP;
- Specific Loyalty expertise being a clear added value;
- Proficiency in business English, any additional language a plus;
- Product certification, engineering credential, or equivalent technical credential appreciated;
- Independent and proactive mood are a prerequisite as well as capacity to act in a remote but interconnected environment;
- Consultative approach and Loyalty Strategy / Design / modeling experience is a strong and positive differentiator.

Environmental Job Requirements And Working Conditions

- This position includes travel to customers' premises
- Location and main "remote" office can be any EU country
- All prospective employees must pass a background check.

Benefits

- Full benefits and salary commensurate with experience.

About Snipp

Snipp is a global loyalty and promotions company with a singular focus: to develop disruptive engagement platforms that generate insights and drive sales. Our solutions include shopper marketing promotions, loyalty, rewards, rebates and data analytics, all of which are seamlessly integrated to provide a one-stop marketing technology platform. We also provide the services and expertise to design, execute and promote client programs. SnippCheck, our receipt processing engine, is the market leader for receipt-based purchase validation; SnippLoyalty is the only unified loyalty solution in the market for CPG brands. Snipp has powered hundreds of programs for Fortune 1000 brands and world-class agencies and partners.

Snipp is headquartered in Vancouver, Canada with a presence across the United States, Canada, Ireland, Europe, and India. The company is publicly listed on the Toronto Stock Venture Exchange (TSX-V) in Canada and is also quoted on the OTC Pink marketplace under the symbol SNIPF.

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