



**POSITION: SENIOR SOLUTIONS ENGINEER, BILINGUAL (SPANISH)**

**LOCATION: LOS ANGELES, CA**

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## **WHO WE ARE**

Acuant is a leading B2B provider of identity verification technology. We are revolutionizing the way consumers transact by allowing businesses to quickly and seamlessly identify who they are doing business on any platform while protecting both parties. Join a global team that works with leaders in all industries to deliver best in class technology.

Acuant's Trusted Identity Platform provides complete identity verification based on your level of risk so you can build your business with valid customers. Powered by AI for the highest speed and accuracy, omnichannel products enable seamless customer experiences to increase conversions in the digital economy. Scalable, secure and compliant (KYC, AML & GDPR), Acuant allows businesses to establish trusted identities from any location in seconds. [www.acuant.com](http://www.acuant.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 ideal candidate for the Senior 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. Fluency in Spanish is required.

- Bachelor's 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
- Fully bilingual in English and Spanish required.
- Experience with API either Restful or SOAP
- Basic understanding of SDKs
- Basic understanding of C#, JavaScript, Java
- Basic understanding of relational data base management systems (RDBMS) and how they integrate with applications
- 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
- Must be able to travel 25%

#### **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