IOTICS

Job Description: – Junior Pre-Sales/Solutions Engineer

About the job

IOTICS is the means by which organisations can interoperate fearlessly within multi-party ecosystems at global scale. By enabling ecosystems of organisations to rapidly explore, leverage and exchange data, knowledge, and systems with confidence, IOTICS core technology can help accelerate solutions to some of the world's most complex problems. A decentralised data architecture with federated semantic knowledge graphs, IOTICS' data access layer provides an 'Infinite API' that serves as a single-entry point to access entire ecosystems, enabling solutions to complex data challenges.

At IOTICS, we're on a mission to change the world. We are a deep tech company that thrives on innovation, teamwork, and the relentless, ambitious pursuit of excellence.

We're seeking dedicated individuals who thrive in a fast-paced environment and are ready to make a real impact. We have new opportunities for Pre-Sales Solutions Engineers for EMEA.

You will be an integral member of our sales and delivery team with a focus across our full range of enterprise channels and global partner networks. This is a team of subject-matter experts & world-leading commercial personnel who are passionate about delivering solutions for our customers, partners, and prospects.

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Responsibilities

- Work directly with customers to create end-to-end solutions based on IOTICS' products. Listen to and understand the client's requirements and how to translate these into an actionable design & project.
- Own evaluation projects (POC/POV) including scoping, execution, and progression of the opportunity. This will normally take the form of Python development using APIs of our product IOTICSpace and integrating this with other solutions and environments.
- Develop, organise & present technical content, including technical sales presentations, workshops (education, discovery, technical deep dive) and demonstrations of IOTICSpace, to customers, prospects & partners.
- Support the channel enablement function by developing content to educate partners, recruit champions and deliver opportunities.
- Build relationships with technical stakeholders within customer organisations to ensure a smooth journey through the sales process and support the sales team in qualifying opportunities with current customers, partners, and prospects.

Your Skills and Knowledge:

Essential:

- Be driven, enthusiastic and work well in a dynamic environment. Able to independently research and solve problems, anticipate, and adjust to problems, and take responsibility for commitments.
- Excellent written and verbal communication skills, including presentation delivery and demonstrating software products.
- Experience working in Python, ideally in a commercial setting. Comfortable switching to other languages and technologies as required for the task, and you possess a demonstrable ability and willingness to learn new technologies quickly.
- Ability to work flexibly, self-motivate, take ownership and act under own initiative.
- Willing to travel within the UK for company-wide meetings (usually once per quarter) and team events (as required, but not often more than once a month)

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Desirable:

- Experience in one or more of Go, Rust, Java, Semantic Web (RDF, OWL, SHACL, SPARQL), or triple store databases.
- Demonstrable experience in software development, professional services, or production Support.
- Experience in collaborative data ecosystems, data catalogues, data marketplace, and Data Mesh architectures

What we will offer:

- Opportunity to work in a presales/solution capacity, working directly with clients and owning full end-to-end delivery of solutions.
- Mentorship and training in presales and solution development from a wide-ranging and experienced team, with external training as needed for professional development.

Company Benefits:

- A positive, empowering culture based on trust and respect.
- Remote and flexible working
- Chance to contribute to delivering disruptive technology into a range of sectors to combat some of the world's most complex problems.
- Pension contributions and life insurance
- Private Medical Insurance scheme
- Part ownership of the business through the Staff Options Pool
- 25 days holiday plus bank holidays and the option to take additional holidays for special occasions.
- A few great parties and company/team get-togethers!

To apply, please email your CV to info@iotics.com