

About AppBuddy:

AppBuddy is a company that empowers enterprise software users to access the data they need through innovative data management and end user reporting solutions. It's flagship product, GridBuddy, leverages the Force.com® platform to solve the most common issues that users have with Salesforce®, thus driving higher user adoption rates, better use of time, higher quality data, and lower development costs. AppBuddy offers an exciting, fast-paced, startup environment with a lot of momentum and an extremely talented team. We are a small outfit, and growing fast.

More about AppBuddy here:

Website: <http://www.appbuddy.com/>

AppExchange products by AppBuddy:

<https://appexchange.salesforce.com/results?keywords=appbuddy>

Job Description: Sales Engineer

The Sales Engineer is responsible for supporting sales by tailoring and presenting GridBuddy solutions to prospects and existing customers. This is a customer-facing role with the opportunity to interface with AppBuddy's high profile/revenue customers. This is also a technical role where you will be the "solution god/goddess" responsible for building presentable viable proof of concepts, thinking through complex use cases with prospects and customers, and, when you're not doing that, solving world peace.

Job includes, but not limited to the following:

- Lead requirements meetings to learn about prospects/customers' Salesforce instances and business processes.
- Document customers' processes, requirements, pain-points and other useful information that supports building successful solutions.
- Understand technical and functional aspects of customers' environments and be able to recommend a GridBuddy solution based on that knowledge.
- Design, build, and present viable proof of concepts highlighting GridBuddy's value specific to customers' use case(s).
- Strategize with Sales to determine the best ways to present solutions that will help move and close deals.
- Create "add-on" vertical and categorical solutions to the GridBuddy platform that will be offered as starter packs to several customers and potentially distributed on our website and/or the AppExchange.

Skills required:

- Experience managing technical and solution aspects of large and enterprise accounts

- Ability to effectively communicate with prospects/customers and with technical and business teams
- Understanding of Salesforce use cases and best practices
- Expertise of Salesforce declarative programming and knowing when custom coding may be needed
- Working knowledge of CSS/HTML and ability to navigate the DOM
- Knowledge of Apex, SOQL, Visualforce, Javascript, and jQuery
- Familiarity with Salesforce governor limits and knowledge of best practices to solve limit issues
- Basic understanding of AppExchange marketplace
- Ability to manage personal workload for multiple simultaneous customers/projects at once
- Strong communication skills with internal team and ability to garner the internal resources necessary to serve customers/prospects
- At least an Admin level certification (Developer level certification not required, but a plus)

Nice to have skills:

- Knowledge of GridBuddy
- Ability to build declarative Force.com apps with AppExchange solutions incorporated

About You:

- You work well with minimal supervision.
- You hit the ground running.
- You come to the table prepared.
- You are passionate about what you do and how it helps others.
- You are creative and enjoy finding different ways to solve customer problems.

Salary & Position

Compensation includes competitive salary and benefits. Remote is an option. Contract-to-hire and contract are options.