

Sales Engineer/ Solutions Architect

Position Summary

REV LLC (REV), also known as [REVTech](#) is seeking a highly motivated and experienced Sales Engineer/Solutions Architect to join our fast-growing team. In this enterprise-wide role, you will be responsible for leading and guiding the technical direction as we create solutions for our clients and ensure the solutions are agnostic, reliable, scalable, and secure while solving the real-world problems of our clients. You will partner closely with REV and client cross-functional teams, including product, engineering, and operations, to deliver innovative solutions that support the goals of our clients and REV. As REV's Sales Engineer/Solutions Architect, you are able and willing to play the roles of architect, project manager, engineer, mentor, and teammate. Success requires a commitment to continuous learning, the ability to remain curious while swiftly identifying and addressing the customer's core challenges.

REV is a diverse, veteran-& women-owned software services consultancy headquartered in the Pacific Northwest that has become a trusted partner to many enterprise accounts comprised of the biggest brands across multiple industries. With top talent, we solve complex business challenges through the implementation of technology solutions. REV's proven model of project and role-based delivery, across sectors, specializes in custom-built web applications, workflow automation, cloud migrations, data lifecycle, software integrations, and other innovative and emerging technology services and solutions.

Job Description

Elevate your career as a Sales Engineer/Solutions Architect at REVTech, where you'll immerse yourself in an environment of deep expertise and innovation. In this pivotal role, you'll bring your expertise in a subject area to the forefront, collaborating within a dynamic engagement team to uncover organizational needs, craft visionary business and technology architectures, and orchestrate the delivery of large-scale projects. To thrive in this role, you'll be committed to continuous industry knowledge expansion, poised to swiftly identify, and overcome challenges. Above all, outstanding Sales Engineer/Solution Architect at REVTech are known for their unwavering accountability, trustworthiness, and the enduring relationships they foster with their teams.

REVTech is seeking an experienced, passionate, and self-driven Sales Engineer/Solutions Architect to join our Sales Team where your expertise shapes not only our future but the very essence of our sales organization. This is more than a job; it's an opportunity to redefine the tech landscape and contribute significantly to the evolution of REV. We're not just an IT consulting firm; we're a diverse, veteran-owned/women-owned powerhouse that has garnered the trust of Enterprise and Fortune 1000 companies nationwide. Our mission is to unravel complex business and humanitarian challenges through pioneering technology solutions that span both the public and private sectors. From crafting custom-built Web Applications to streamlining processes through Automation, orchestrating Cloud Migrations, centralizing data, building APIs, and beyond, every day at REVTech is a chance to shape the future of technology and make a profound impact on our world.

Responsibilities

PEOPLE

- Develop and maintain strong relationships with assigned clients, understanding their needs and problems while exceeding their expectations.
- Assists clients in defining their priorities and vision by preparing preliminary sketches of options, functionality, costs and benefits.
- Build lasting relationships through day-to-day interactions with key client managers and stakeholders at multiple levels and throughout the breadth of the client organization.
- Keeping up to date with industry trends and developments.

PERFORMANCE

- Advise client on leading practices and technology/industry trends, application/integration architecture, solution design, and implementation leading practices.
- Bring functional/technical experience and knowledge to deliver solutions that allow clients to achieve their business strategy.
- Present technical alternatives and supporting recommendations aligned with the client's business and technology requirements.
- Contribute to project estimating, planning, contracting, and staffing activities. Manage technical and functional teams to design, build, test, and implement enterprise applications.
- Prepare and present designs, specifications, and estimated costs. Draft client proposals.
- Provide advice on technical aspects of system development and integration (including requests for changes, and deviations from specifications)
- Work closely with the sales to align the technical requirements and the solution design with the customers' business drivers and demonstrate unique value.
- Deliver product presentations and demonstrations tailored to customers' requirements and tuned to suit the level and nature of the audience.
- Develop proofs of concept (PoCs) with a clear plan to take a prospect successfully through the evaluation process and turn them into a happy customer.
- Provide standards and guidelines for the design and development of integrated solutions.
- As part of your role, you translate logical designs into physical/ technical product designs to be used for product development and provide frameworks to guide and govern the design and development of integrated solutions.
- You design structures and tools that allow meeting business requirements while considering the target environment, existing systems, performance, and security requirements.

PURPOSE

- Identifying risks and forming contingency plans as soon as possible.
- Modify new or existing plans as required.

- Become the trusted advisor by understanding client needs, goals, and challenges, and recommending solutions that align with their best interests.
- Deliver exceptional customer service by promptly resolving issues, exceeding expectations, and ensuring clients feel valued and supported throughout their journey.

Qualifications

- Bachelor's degree in computer science, engineering, business or a related field.
- Hands-on experience with software development, system administration or IT services.
- Understanding of strategic IT solutions
- 10+ years of experience in software development and technical leadership
- Demonstrated knowledge of software development methodologies and techniques
- Experience in a similar role would be advantageous.
- Excellent technical, diagnostic, and troubleshooting skills.
- Strong leadership and organizational abilities.
- Willingness to build professional relationships with staff and clients.
- Excellent communication, motivational, and interpersonal skills
- Sales or sales engineering or customer service experience a plus.

REVTech is committed to creating a diverse environment and is proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status.

To learn more about REV, please visit our website at <https://revtechllc.com/>

This description is not intended to represent an all-inclusive list of job responsibilities, but to outline the essential functions of the position. REV LLC DBA REV Tech reserves the right to change, alter, or revise this job description at any time with or without notice. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, or protected veteran status. REV is an EO employer – M/F/G/L/Veteran/Disability.