



Solutions Architect, USA

JitsuIn is a software company providing innovative API's and trust platform for enterprises building the next generation solutions to improve trustworthy communications with their partners, suppliers and customers. We are looking for an energetic Solutions Architect that will help imagine how best to engage and assist these customers to use the JitsuIn platform to solve the burning problem around sharing trustworthy data across organizations. The Solutions Architect leads the technical pre-sales relationship, proposes technical architectures, demonstrates the product, anticipates concerns, and offers creative solutions. They build customer trust in JitsuIn's platform, which results in customer success in the post-sale.

Skills & Required Experience

- 5 plus years pre-sales experience selling complex, technical products.
- Hands-on, high-energy, passionate, and creative problem solver with know how to get things done and ability to lead others to success
- Excellent communicator and presenter able to gain audience confidence
- Ability to build a deep understanding of a customer's needs and guide them to a technical solution
- Previous software development experience in one or more of the following areas:
 - Backend (Go, Python, Java, Node.js)
 - Web development (React, Typescript, JavaScript)
 - Experience building with REST APIs
 - Familiarity with cloud platforms (Microsoft Azure, Amazon Web Services, Google Cloud) and cloud application architecture
 - Demonstrated understanding of distributed or decentralized systems such as DLT/Blockchain

Desired Attributes

- Present creative new solutions that enable and inspire innovation
- Build and present JitsuIn demos that showcase a deep understanding of our customer's business and the problems they're trying to solve
- Keep asking probing questions and never stop learning
- Work alongside JitsuIn Sales Team through the pre-sales process to strategize and plan for deal success
- Don't be afraid to take that big idea and run with it

Job Description

Solutions Architects play a major role in JitsuIn's sales organization and are critical to deal success. The JitsuIn platform is built for developers who are on a mission to build innovative communication products and technology. SA's help customers achieve success by leading the technical and product sale, recommending best-practice solutions, and guiding them on how to use JitsuIn's APIs.

JitsuIn customers often share common business challenges, but rarely share the same implementation requirements. Each company is unique when it comes to process, technology stacks, and skill. The JitsuIn Solutions Architect owns the technical sales process to help demonstrate the best way to use JitsuIn's platform to achieve (and often exceed) their goals. JitsuIn is a company that is empowering the world's developers with modern communication in order to build better applications.

Jitsuin is a company committed to your growth, your learning, your development and your entire employee experience. We only win when our employees succeed, and we're dedicated to helping you develop your strengths. We invest in employees dedicated to tackling hard problems and creating your own ideas. We have a cultural foundation built on diversity, inclusion and innovation and we want you and your ideas to thrive at Jitsuin.

This position will be located in the United States. No matter where you are based, you will experience a company that believes in small teams for maximum impact; seeks well-rounded talent to ensure a full perspective on our customers' experience, understands that this is a marathon, not a sprint; that continuously and purposefully builds an inclusive culture that empowers everyone to do their best work and be the best version of themselves.

