

## About Aviso

Aviso AI is an integrated revenue platform that helps modern sales organizations and revenue teams close more deals, drive revenue growth, and mitigate risk through patented AI guidance. As the industry leader in AI-based revenue operations solutions, Aviso AI is the only player with the most comprehensive set of intelligent tools and solutions for sales, marketing, and customer success teams that uncovers the hidden revenue opportunity from each customer.

The Aviso AI platform can be divided into six core pillars:

- 1) Predictive Forecasting
- 2) Deal Intelligence
- 3) Activity & Relationship Intelligence
- 4) Conversational Intelligence.
- 5) GTM and Customer Collaboration
- 6) CRM Automation

Our platform is flexible and scalable to configure any complex customer hierarchies. Sales leaders, managers, and reps all benefit from using our pipeline management, forecasting, deal collaboration, and conversational intelligence tool. With Aviso, sales teams can set goals, unify forecasts, guide deals, and course correct for success. In the era of virtual selling, sales teams deserve a platform that can enable their success working remotely.

Powered by cutting edge Auto-ML, NLP, and a deep time series database, the Aviso platform combines the best of human and artificial intelligence to guide selling. Companies like Honeywell, Dell, LaunchDarkly, Elastic, RingCentral, Microsoft GitHub, FireEye have all seen great results using Aviso, such as an average of 20% increase in deal win rates. Find your Revenue True North with Aviso AI.

## Pre-Sales Engineer / Solutions Architect

Location: India

This is the job for you if...

- You have impressive verbal and written communication skills
  - You have strong interpersonal skills with an ability to excel in a team oriented atmosphere
  - You have tremendous work ethic with a passion for results
  - You have an exceptional level of drive and dedication coupled with a positive attitude
  - You have the ability to understand customer requirements and identify business challenges for Aviso to solve
- This is what you'll do
- Build and lead relationships for highly sophisticated customer accounts
  - Conduct customer needs analysis and anticipate requirements beyond existing solution's scope
  - Prepare detailed product specifications to enable the sale of our products and solutions, and deliver impact presentations
  - Perform advanced systems integration and provide technical expertise to design and implement the solution
  - Lead/work with global team(s) on solutions and coordinate with respective Business Analysts (BAs) to understand the business pain points, present options and help drive solutions.

- Scope out project engagements and formalize this scope in a Statement of Work
- Design and lead POC/Pilots/implementations leveraging an in-depth knowledge of Aviso implementation best practices, Aviso API architecture and Aviso integration capabilities.

What we're really looking for...

- This position requires 5+ years of experience in CRM with at least 2 years' experience in the SalesCloud domain and needs to have at least one salesforce certification.
- Ability to work with the sales team on scoping and sizing for new project proposals and post-sales for existing customers
- Ability to work with the marketing and sales team in assisting with pre-sales activities e.g. demos, best practice sharing
- This position requires excellent communication, organizational skills, customer service and problem-solving skills.
- The ability to adjust to changing requirements, learn, and quickly grasp new technologies is essential.
- Experience partnering with executive stakeholders as a trusted advisor as well as enabling technical implementers
- Understanding of sales processes and hands on in-depth knowledge of salesforce.com