

# Sample job posting: Demo Engineer

**Title:** Demo Experience Engineer, Technical Success

**Company:** OpenAI

**Location:** United States (San Francisco)

**Compensation:** \$234,000 - \$260,000

**Date:** May 2025

## About the role:

We are seeking a Demo Engineer to design and build high-quality technical demos that highlight the capabilities of OpenAI models and products. You will collaborate with Solutions Engineers and customers to quickly prototype solutions that demonstrate how AI can solve real business problems.

This role sits at the intersection of engineering, product storytelling, and customer engagement. You will build demos that showcase real-world applications such as customer service automation, AI-powered assistants, developer tools, and intelligent workflows.

You will also contribute reusable demo assets, reference architectures, and prototype applications that enable the broader go-to-market team to effectively communicate the value of OpenAI technologies.

## Responsibilities:

- Build compelling demos and prototypes that showcase the capabilities of OpenAI models and APIs across a wide range of use cases.
- Partner with Solutions Engineers and go-to-market teams to develop custom demonstrations for strategic customer engagements.

- Rapidly prototype AI-powered applications that highlight real-world business value, such as copilots, AI agents, automation workflows, and developer tools.
- Translate complex technical capabilities into engaging demonstrations that resonate with both technical and business audiences.
- Maintain a library of reusable demos, starter projects, and technical assets that can be leveraged across customer engagements.
- Collaborate with Product and Engineering teams to stay current on new model capabilities and integrate them into demo experiences.
- Continuously improve demos based on customer feedback, product updates, and emerging AI capabilities.
- Create documentation and walkthroughs that enable internal teams to effectively use and present demo applications.
- Represent the voice of the customer by identifying common use cases and opportunities to showcase OpenAI technology more effectively.

**Qualifications:**

- Have 5+ years of experience building applications, prototypes, or technical demos in a developer-facing or customer-facing role.
- Are highly comfortable building with Python, JavaScript, or similar languages, and have experience with modern web frameworks and APIs.
- Have experience working with Generative AI, LLMs, or machine learning systems, including building prototypes or proof-of-concept applications.
- Enjoy building quick, polished prototypes that demonstrate technical concepts in an engaging and accessible way.
- Have strong product intuition and the ability to translate technical capabilities into compelling demonstrations.
- Are comfortable working in fast-moving environments where experimentation and iteration are encouraged.
- Communicate clearly with both technical and non-technical audiences.
- Take ownership of problems end-to-end and enjoy learning new technologies quickly.
- Have a collaborative mindset and enjoy partnering with engineers, product managers, and go-to-market teams.