

# Sample job posting: SE Enablement

**Title:** Technical and Agentic Enablement Lead

**Company:** LaunchDarkly

**Location:** United States (Remote)

**Compensation:** \$152,000 - \$210,000

**Date:** May 2025

## **About the role:**

LaunchDarkly is seeking a unique combination of someone who can deliver exceptional technical enablement and build the AI systems that scale it.

This role sits at the intersection of technical enablement and agentic workflows. You will own the technical enablement program for our Solutions Engineering organization, as well as partner closely with Solutions Architects to ensure technical fluency across the org. In parallel, you will design and deploy AI-powered systems that improve field effectiveness, reduce manual effort, and transform how enablement is delivered.

Success in this role requires operating as an AI-native practitioner, embedding AI into how you work, how enablement is delivered, and how the field engages. You will deliver high-impact programs while continuously evolving them into scalable, intelligent systems.

## **Responsibilities:**

- Own Technical Enablement
  - Own the design and execution of technical enablement for Solutions Engineering, including onboarding, product launches, competitive positioning, and skills development

- Deliver high-impact live, virtual and on demand training, certifications, and workshops
- Define competency frameworks and partner with leadership on team development
- Expand technical fluency across the broader GTM organization where relevant
- Measure and improve readiness through clear performance metrics
- **Build Agentic Enablement Systems**
  - Design and deploy AI workflows and agents that support technical sellers in their daily workflows (e.g., discovery prep, demo support, objection handling, knowledge retrieval)
  - Systematically automate repeatable enablement activities to improve scale and consistency
  - Partner cross-functionally to prioritize, launch, and drive adoption of AI-powered field solutions
- **Scale Enablement Through AI**
  - Identify and implement high-impact AI use cases across content, operations, and program delivery across the enablement team
  - Build agents and shared workflows that increase leverage across the team and teach team how to use and replicate so capability grows
  - Own the AI structure and foundation that ensures effective, consistent, scalable solutions across the team
  - Model AI-native ways of working and help others adopt them
- **Drive Cross-Functional Impact**
  - Collaborate with GTM, Product, PMM, RevOps, and Field Operations to align enablement with business priorities
  - Represent technical field needs in roadmap and prioritization discussions
  - Manage programs end-to-end, from scoping through execution and iteration
  - Play an active role in GTM operating rhythms, including COE reviews, QBRs, and leadership updates

**Qualifications:**

- Required

- 8+ years in a SaaS technical GTM role (e.g., Solutions Engineering, Solutions Architecture, Technical Sales, or Enablement)
- Experience delivering technical training and enablement programs for field teams
- Hands-on experience building AI-driven tools, agents, or automations with real-world usage
- Strong technical fluency, including the ability to read and debug code
- Experience with modern AI tooling (e.g., Relevance AI, Claude, LangChain)
- Deep understanding of the technical sales lifecycle and field engagement models
- Familiarity with value-based selling methodologies (e.g., MEDDPICC, Force Management)
- Experience with common GTM tools (e.g., Salesforce, Gong, Highspot, Outreach)
- Strong program management and execution skills
- Preferred
  - Programming experience (Python or JavaScript)
  - SQL for data analysis and workflow troubleshooting
  - Familiarity with LaunchDarkly or similar developer-focused platforms
  - Background in high-growth developer tools, API-first, or AI/ML companies