

Sample job posting: Distinguished SE

Title: Strategic Solutions Engineer

Company: Decagon

Location: United States (Remote)

Compensation: \$240,000 - \$280,000

Date: May 2025

About the role:

Decagon is looking for a Strategic Solutions Engineer, a foundational technical hire who will help shape the future of our AI-powered solutions in the enterprise space. This role sits at the intersection of pre-sales engineering, product strategy, and enterprise architecture. You will serve as a technical advisor and trusted consultant to enterprise prospects and customers, driving value-based solutioning and integration of Decagon's AI-native platform into complex customer ecosystems.

Qualifications:

- Required
 - 4-6 years of customer facing experience in a sales engineering (pre-sales) role
 - Partner with Account Executives to discover and qualify solutions that lead to strong return on investment for your customer
 - Create and architect generative AI experiences for our customer's end users
 - Develop custom demonstrations using the Decagon platform tailored to a customer's specific needs and value
 - Communicate complex technical concepts clearly to diverse stakeholders, including C-level decision makers, business users, and engineering stakeholders
 - Strong interpersonal and teamwork skills

- Functional understanding of GTM systems and workflows
- Preferred
 - 2+ years of AI sales engineering experience
 - Experience in a high-growth startup environment