

Sample job posting: Partner Solutions Engineer

Title: Partner Solutions Engineer

Company: Hightouch

Location: North America (Remote)

Compensation: \$160,000 - \$230,000

Date: May 2025

About the role:

This is a high-leverage, high-agency role focused on scaling partner-sourced revenue through deep technical alignment with Snowflake, Databricks, GCP, and the broader MarTech & AdTech ecosystem.

You'll operate more like a GTM strategist and operator than a traditional SE, working across dozens of deals at once through partner influence – not direct sales cycles. You'll help partners and their customers design the right solutions, accelerate time-to-value, and drive joint adoption, all while maintaining strong technical credibility.

We get excited talking to data engineers, product managers, marketers, and business leaders – and know how to distill technical concepts for different audiences. Your work will make it easier for partners to succeed and, ultimately, grow Hightouch's partner-sourced revenue.

Responsibilities:

- Drive outbound technical engagement with partner field teams to educate, evangelize, and accelerate joint opportunities
- Act as the technical counterpart for partner AEs and solution architects in enterprise opportunities, supporting discovery, architecture, and solution design

- Build and deliver scalable enablement materials, hands-on labs, demos, and GTM resources for partner teams
- Collaborate with Product, Sales, and Engineering to shape partner strategy and influence product roadmap based on partner and market feedback
- Design and present high-impact, industry- and customer-tailored demos, workshops, and executive briefings
- Serve as a trusted technical advisor to partners building product integrations or joint solutions with Hightouch
- Translate complex customer data challenges into actionable guidance for both technical and executive stakeholders
- Continuously improve knowledge via partner certifications, new tools, and trends in composable CDP, MarTech, AdTech, and data activation
- Travel up to 25% for partner events, enablement sessions, and strategic GTM engagements

Qualifications:

- Required
 - 4+ years in Solutions Engineering, Product, or GTM roles at data infrastructure, MarTech, AdTech, or SaaS companies
 - Experience supporting enterprise partners, ideally influencing deals or adoption through technical expertise
 - Strong grasp of the modern data stack and composable architectures — familiarity with tools like Fivetran, dbt, Hightouch, Braze, Iterable, or Salesforce Data Cloud is a plus
 - Hands-on technical fluency with SQL and cloud data warehouses (Snowflake, Databricks, BigQuery)
 - Ability to communicate complex technical concepts to both executive and practitioner audiences
 - Proven track record of driving adoption or revenue through partner, field, or cross-functional GTM motions
 - Intellectual curiosity, high ambition, strong ownership, and a bias toward action
 - Experience working across multiple teams (Product, Engineering, Sales, Support) to solve complex problems

- Comfortable engaging both technical and non-technical stakeholders
- Preferred
 - SaaS or cloud architecture experience
 - Experience working with channel or ecosystem partners
 - Development experience with APIs
 - Consulting or startup experience
 - Experience bridging Product, Engineering, Support, and Sales teams internally and externally