

Sample job posting: Sales Specialist

Title: AI Solution Specialist

Company: Snowflake

Location: United States (Menlo Park; Seattle)

Compensation: \$300,000 - \$393,750

Date: May 2025

About the role:

Snowflake is seeking an accomplished AI Solution Specialist to drive sales execution for our AI/ML workload within the Enterprise market. This is a strategic role that works closely with the broader field organization to ensure the successful customer adoption of Snowflake's Artificial Intelligence and Machine Learning capabilities.

Responsibilities:

- Achieve pipeline generation and revenue targets for allocated accounts and/or territory on a quarterly and annual basis by developing a sales strategy in the allocated territory with a target account list
- Execute tailored sales plays to capture market opportunities in AI/ML, helping customers optimize their use of Snowflake's platform.
- Work directly with customers to understand their AI/ML needs, communicating insights to inform Snowflake's product roadmap and ensuring alignment with customer requirements.
- Become an expert in Snowflake's Artificial Intelligence and Machine Learning solutions and provide executive-level insights to customers and partners, guiding strategic discussions that emphasize the value of Snowflake's AI/ML capabilities.

- Work with our Account Executives, Sales Engineers and Field CTOs to drive customer engagements from discovery and qualification through solution implementation and deployment
- Track, analyze, and report on AI/ML sales performance metrics, using data-driven insights to optimize strategies and drive continuous improvement.
- Partner with the broader cross-functional organization to integrate AI/ML sales efforts with Snowflake's overall go-to-market plans.

Qualifications:

- 10+ years of professional experience and at least 6 of years sales experience with consistently exceeding sales objectives selling technical solutions and software products
- In-depth knowledge of AI/ML and Transformation technologies, with proven expertise in driving successful sales initiatives within these domains
- A strong track record of meeting or exceeding revenue targets in highly competitive markets
- A familiarity with solution-based approach to selling, have experience managing a complex sales process and possess excellent presentation and listening skills, organization and contact management capabilities
- Proven ability to independently manage, develop, and close new client relationships
- Strong presentation and communication skills, capable of engaging with senior executives and key decision-makers at both technical and business levels.
- Strong ability to work across cross-functional teams including Sales Engineering, Professional Services, Marketing, and Product
- Bachelor's Degree preferred or equivalent working experience