

# Sample job posting: Field Chief Technology Officer

**Title:** Field Chief Technology Officer

**Company:** Postman

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

**Compensation:** \$250,000 - \$375,000

**Date:** May 2025

## **About the role:**

We are currently seeking an experienced and highly skilled Field CTO to join our team, reporting to the CTO. In this role, you will work closely with customers to understand and guide their API strategy, ensuring Postman's products and services are seamlessly integrated into their architecture.

## **Responsibilities:**

- Act as a trusted technical advisor to Postman customers, helping them understand and navigate their API strategies and identify opportunities for Postman's products and services to add value.
- Collaborate with the sales and customer success teams to provide technical guidance during the pre-sales, onboarding, and ongoing support processes.
- Develop and deliver customer-facing presentations, demos, and workshops to demonstrate the value of Postman's solutions and help customers optimize their API management processes.
- Gather customer feedback and insights to inform product development and enhancements, acting as the voice of the customer within the organization.
- Stay current on industry trends, competitive landscape, and emerging technologies, ensuring Postman remains at the forefront of API development and management.

- Collaborate with the product, engineering, and marketing teams to create technical content, including whitepapers, blog posts, and case studies that showcase Postman's expertise and value proposition.
- Represent Postman at industry conferences, webinars, and other events, sharing knowledge and building brand awareness.
- Support the development of strategic partnerships and integrations with other technology providers to expand Postman's ecosystem and capabilities.
- Mentor and coach internal team members, fostering a culture of continuous learning and technical excellence.

**Qualifications:**

- 10+ years of experience in software development, architecture, or a related field, with a strong focus on API development, management, and strategy.
- Proven experience in a customer-facing technical role, such as solutions architect, technical consultant, or field CTO.
- In-depth knowledge of API technologies, protocols, and industry best practices.
- Exceptional communication, presentation, and interpersonal skills, with the ability to articulate complex technical concepts to both technical and non-technical audiences.
- Strong customer-centric mindset, with a commitment to delivering outstanding customer experiences and building lasting relationships.
- Demonstrated ability to stay current with industry trends, emerging technologies, and competitive landscape.
- Experience working in a fast-paced, high-growth technology or SaaS company.
- A bachelor's degree in computer science, engineering, or a related field; a master's degree or relevant certifications are a plus.