

Sample job posting: Founding Solutions Engineer (SE)

Title: Founding Solutions Engineer

Company: Vantage

Location: United States (Remote)

Compensation: \$145,000 - \$180,000

Date: May 2025

Responsibilities:

- Partner with customers to understand their cloud environments and cost-management goals, acting as a trusted technical advisor to customers' engineering, FinOps, and finance stakeholders
- Design and implement scalable cost allocation and tagging strategies across complex environments, including multi-cloud and Kubernetes
- Support technical onboarding for complex accounts, partnering closely with Customer Success on advanced use cases
- Debug and resolve data ingestion, tagging, and reporting issues in collaboration with Support and Engineering
- Build custom solutions, queries, and workflows using Vantage's APIs, exports, and integrations to unblock customer needs
- Surface recurring customer pain points and edge cases to Product and Engineering, contributing to internal tooling, documentation, and repeatable implementation patterns

Qualifications:

- Required
 - 5+ years in a technical, customer-facing role (Solutions Architect, Forward Deployed Engineer, Technical Consultant, Sales Engineer, or similar)

- Strong understanding of cloud infrastructure (AWS, GCP, Azure) and modern data stacks
- Experience working with cost data, billing exports, usage metrics, or large datasets
- Comfortable writing SQL and/or Python for analysis, troubleshooting, or automation
- Excellent communicator who can explain technical concepts to both technical and non-technical stakeholders
- High ownership mindset and comfort operating in ambiguity
- A kind person
- Preferred
 - Experience building and deploying to cloud infrastructure (AWS, Azure, GCP, etc.), and/or experience provisioning and updating services via Terraform
 - Experience with FinOps, cloud billing, or cost allocation models
 - Familiarity with Kubernetes, Snowflake, Datadog, or similar tools Vantage integrates with