

# Sample job posting: Product Specialist

**Title:** Solution Engineer - AI & Data Integration Specialist

**Company:** Salesforce

**Location:** United States (Remote)

**Compensation:** \$134,750 - \$210,910

**Date:** May 2025

## About the role:

Salesforce is hiring an AI & Data Integration Specialist to join our Global Public Sector Solution Engineering team. The AI revolution is a data evolution, and this critical role sits at the forefront of making agentic AI a reality for our customers.

As a specialist, you are more than a technical expert—you are a strategic architectural partner who consolidates expertise across MuleSoft (Integration), Tableau (Analytics), Data Cloud (Unified Data Management), and agentic AI to solve complex data and AI challenges.

You will serve as the single point of contact for sales teams, ensuring every data and AI opportunity is handled by a specialist who thinks like an architect, draws on prior hands-on delivery experience, and communicates outcomes and impacts in the voice of the business user and mission owner. You will be a vital contributor to the success of our agency customers by conducting holistic discovery, reframing the “data-to-agentic-AI journey,” and designing compliant, AI-ready architectures that deliver actionable insights from disparate silos while enabling intelligent, autonomous agents.

In this role, you will bridge the gap between legacy system connectivity and modern mission outcomes, acting as a trusted advisor who can navigate everything from API management and real-time data unification to advanced analytics and the deployment strategy for intelligent agentic systems.

## Qualifications:

- Required
  - Architectural Mindset: Design secure, composable architectures that scale within highly regulated Public Sector environments (including FedRAMP High and Impact Level 4/5/6).
  - Multi-Platform Technical Depth: Previous hands-on experience or deep conceptual knowledge across Integration (MuleSoft), Data Analytics (Tableau), Unified Data Management (Data Cloud), and agentic AI platforms. A qualified candidate will have expertise in no less than two of the core data/integration capabilities plus demonstrated prior experience with agentic AI; a great candidate will have exposure across all.
  - Agentic AI Experience: Demonstrated experience (2+ years is highly valued) with agentic AI solutions, including prior hands-on work designing or deploying intelligent agents, LLM integration strategies, orchestration frameworks, prompt engineering, and Retrieval-Augmented Generation (RAG) patterns.
  - Strategic Communication: Excellent ability to reframe technical challenges into mission and business value for C-level government executives and technical stakeholders alike, driving the technical sales execution forward..
  - AI Readiness: Deep understanding of “Trusted Context Foundations” for AI, including data grounding, metadata intelligence, and how unified data enables reliable agentic workflows.
  - Collaboration & Influence: Proven ability to partner early with Account Executives to drive sales strategy and lead “Data + Agentic AI Discovery” from day one.
  - Experience: Minimum of 5 years of professional experience in Solution Engineering, Enterprise Architecture, or Digital Transformation, with previous hands-on delivery experience in AI/data/integration projects.
  - Technical Foundations: Degree in Computer Science/IT or equivalent; prior experience with APIs, cloud infrastructure (AWS, Azure, GCP), and modern development practices is preferred.
  - US citizenship required

- Preferred
  - Sales acumen: This requires demonstrated sales experience, especially in a technical sales capacity, to effectively translate complex solutions into customer value.
  - Certifications: One or more of the following: MuleSoft Certified Architect, Tableau Desktop/Server Specialist, Salesforce Data Cloud Consultant, AI Associate credentials, or equivalent.
  - Industry Knowledge: Deep understanding of Public Sector/DoD compliance (FedRAMP/IL5/6) and common government data silos.
  - Ecosystem Expertise: Familiarity with advanced data governance and MDM tools, plus prior exposure to agentic AI frameworks or orchestration patterns in past implementations.
  - Regulated Industry Experience: Background delivering AI solutions in highly regulated or mission-critical environments.