

Sample job posting: GTM Engineer

Title: GTM Engineer

Company: Navan

Location: United States (San Francisco)

Compensation: \$123,750 - \$215,000

Date: May 2025

About the role:

We are hiring a highly technical and business-savvy Senior GTM Engineer for our Revenue Analytics team. This crucial role connects AI, data architecture, and sales strategy. You will identify, architect, and deploy high-impact Generative AI and agentic solutions across our GTM tech stack. The ideal candidate is an expert in building interconnected data layers, driving AI adoption across Field Sales and RevOps, and translating complex business challenges into scalable, automated technical workflows that directly boost revenue.

Responsibilities:

- Identify and define high-impact AI use cases, taking them from prototype to full deployment within our CRM and sales workflows.
- Architect an interconnected GTM data layer that bridges marketing, sales, and conversational intelligence tools, enabling AI agents to seamlessly query and connect context across our entire tech stack.
- Enable the Field Sales and RevOps teams by building internal AI champions, educating stakeholders, and aggressively pushing the adoption of new AI workflows.
- Stay ahead of AI trends and best practices, particularly in Generative AI, LLMs, and agentic systems, to bring cutting-edge strategies to the revenue team.

- Conduct rolling audits of our existing GTM tech stack to maximize the native AI features of the tools we already pay for.

Qualifications:

- 4-6+ years of experience in GTM Engineering, Business Systems, Revenue Operations, Solutions Engineering, Data Engineering, or similar technical operational roles within B2B SaaS, AI/ML, or high-growth environments.
- Proficiency in Python, JavaScript, and SQL, with a strong track record of coding real API integrations, building lightweight automations, and manipulating complex data.
- Extensive experience architecting workflows and orchestrations using platforms such as Zapier, Make, n8n, Workato, Clay, or similar modern automation tools.
- Strong business acumen with a deep understanding of sales cycles, marketing funnels, post-sale delivery, and how data directly influences revenue outcomes.
- Proven track record of taking deep ownership of ambiguous problems and translating raw business requirements into scalable, automated technical solutions.
- Hands-on experience building and deploying AI-enabled workflows, copilots, or agents for business teams using tools like Claude Code or OpenAI agent builder.
- Strong analytical and problem-solving abilities coupled with a high attention to detail.