Customer Engineer, Data Analytics, Google Cloud

Description

Minimum qualifications:

- Bachelor's degree or equivalent practical experience.
- Candidates will typically have 10 years of experience with technical sales and data analytics.
- Experience engaging with, and presenting to, technical stakeholders and executive leaders.

Preferred qualifications:

- Experience with developing data warehouses, data lakes, batch or real-time event processing, business intelligence (BI) and [ETL](#) solutions.
- Experience in technical business or professional consulting in the fields of cloud computing, data, information lifecycle management, and Big Data.
- Experience in technical pre-sales, such as solution design and architecture, conducting proof of concepts, building MVPs, etc.

About the job

When leading companies choose Google Cloud, it's a huge win for spreading the power of cloud computing globally. Once educational institutions, government agencies, and other businesses sign on to use Google Cloud products, you come in to facilitate making their work more productive, mobile, and collaborative. You listen and deliver what is most helpful for the customer. You assist fellow sales Googlers by problem-solving key technical issues for our customers. You liaise with the product marketing management and engineering teams to stay on top of industry trends and devise enhancements to Google Cloud products.

Google Cloud accelerates every organization's ability to digitally transform its business and industry. We deliver enterprise-grade solutions that leverage Google's cutting-edge technology, and tools that help developers build more sustainably. Customers in more than 200 countries and territories turn to Google Cloud as their trusted partner to enable growth and solve their most critical business problems.

Responsibilities

- Build partner specific, go-to-market solutions to reduce business cycles and drive partner business as measured through pipeline and business growth.
- Own the technical relationship with partners, empowering them to drive a successful pilot or proof of concept, support partners' drive toward customer acceptance of the technical proposal, leading to an agreement, and work with partners during the migration phase to assure they have all the tools necessary to deliver a successful deployment.
- Build trusted advisory relationships and make recommendations on integration strategies, enterprise architectures, platforms, and application infrastructure required to successfully implement a complete solution providing best practice advice to customers to optimize Google Cloud effectiveness.

Hiring organization
Candidate-1st

Employment Type
Full-time

Beginning of employment
asap

Job Location
Vilnius, Vilnius City Municipality, Lithuania

Working Hours
40

Base Salary
euro USD 60K - 112K *

Date posted
May 18, 2024

How the process will look like

Your teammates will gather all requirements within our organization. Then, once priority has been discussed, you will decide as a team on the best solutions and architecture to meet these needs. In continuous increments and continuous communication between the team and stakeholders, you're part of making data play an even more important (and understood) part withing Brand New Day.

Job Benefits

USD 60K – 112K *