**About Starburst**

Starburst gives analysts the freedom to work with diverse data sets wherever the data lives, without compromising on performance. Using the open source Presto SQL engine, the Starburst Distribution of Presto provides fast, interactive query performance across a wide variety of data sources including HDFS, Amazon S3, MySQL, SQL Server, PostgreSQL, Cassandra, MongoDB, Kafka, and Teradata, among others. Presto as the first true open source SQL-on-Anything can run anywhere and query anything. The scale, concurrency and performance requirements are challenging, whether you use cloud or on premises systems.

Founded by the largest team of Presto committers, Starburst is the only company providing enterprise support for the Presto project. Candidates should relish the opportunity to shape a cutting-edge technology while working in a fun, collaborative environment of a fast-paced startup.

Sales Engineer

Starburst Sales Engineers are responsible for the successful customer adoption of our products. In this customer-facing and highly technical role you will work with our customers directly to ensure their overall success with Starburst’s product offering. You will work closely with field sales representatives to own the technical aspects of the sales cycle and qualification process from discovery calls through to closure. From demonstrating Presto capabilities, giving presentations and running proof-of-concepts to migrating from legacy platforms or moving to production Sales Engineers are Presto experts who will provide technical leadership and consultation.

**Responsibilities**

* Sales Engineers own the technical aspects of the sales cycle and work closely with sales representatives to drive customer projects to closure.
* Shape prospect evaluation requirements, define success criteria and participate in the qualification process
* Define, scope and execute customer proof of concept studies
* Act as the consultant and Presto expert on architecture, deployment and design discussions.
* Act as the primary customer facing technical resource during technology evaluations
* Design and build demos, presentations, reference architectures, and custom integrations
* Perform overall system and SQL performance tuning and migrations from legacy systems
* Collaborate with Engineering and Support teams for critical customer operational issues and questions
* Act as the voice of the customer during internal product engineering discussions
* Develop field best practices, how-to documents, and contribute to our internal knowledge base
* A willingness to travel to customers as needed

**Requirements**

* 5+ years of experience in customer-facing technical roles
* Experience in field sales/field consultant
* Very strong analytical and problem-solving skills
* Strong presentation skills and an ability to respond dynamically to questions in real time
* Readiness to travel to and working from multiple customer locations
* Excellent verbal and written communication skills
* Expertise in ANSI SQL
* Ability to code in a secondary language (Python and/or Java a plus)
* Experience with big data environments: public/private cloud, Hadoop, distributed storage, data warehouses
* Desire to work in a fast-paced startup environment with cutting-edge technologies

**Location**

CA, NYC, Boston, Mid-West, London