

# Netherlands Jobs Expertini®

## Sales Engineer - Netherlands

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Company: Cognigy

Location: Netherlands

Category: other-general

### About Cognigy

Cognigy is revolutionizing the customer service industry by providing the most cutting-edge AI workforce on the market. Its award-winning solution empowers businesses to deliver exceptional customer service that is instant, personalized, in any language, and on any channel. Through the perfect combination of Generative and Conversational AI, Cognigy's AI Agents are shaping the future of customer service, increasing customer satisfaction, and supporting employees in real-time.

Our skilled #CognigyCrew are the people behind our cutting-edge technology and we are now looking for more talented people to join our global team.

### Why you'll love working at Cognigy: our promise to you

We empower our people to be successful as part of a diverse, passionate and respectful team who are proud to be enabling customer and employee service that is loved by everyone.

We do this by challenging each other to succeed and being enabled to do our best work. Encouraging and supporting growth is at the heart of our success, founded on a culture of mutual respect and trust – always! It's no wonder that the values that inspire and drive our #CognigyCrew are our 4Ts:

**Team ,Trust,TransparencyTechnology .**

**Your new role: Senior Sales Engineer**

**Location: Netherlands (must be based in the Netherlands with the right to work)**

As a member of our presales team, reporting into the VP AI Transformation, you will work closely with our sales team on discovery calls, technical deep dives and product demonstrations. A sales engineering role is all about creating a great experience for our customers.

Your responsibilities will include:

- Supporting the sales team with solution selling into enterprise customers, focusing on presales

- Partnering with the sales team to plan, prepare and execute on strategic deals within the sales cycle

- Participating in discovery calls and technical deep dives

- Creating and delivering powerful presentations and customised product demonstrations

- Design and recommend solutions that meet customer specific needs and business requirements

- Discover and analyse customer requirements, understand their pain points, and provide recommendations on how Cognigy can address these needs.

- Clearly communicating and presenting what makes Cognigy valuable to our customers

- Collaborating with relevant stakeholders to communicate customer requirements and further enhancements

- Stay up-to-date on the competitive landscape and perform technical comparisons between the company's software and other conversational AI products on the market

- Provide internal training to other teams across the company

## **Requirements**

### **About you**

You are a passionate, people person with a love for technology! You enjoy learning new things and get energy from sharing your knowledge with prospective customers.

You will have:

Experience as a consultant, sales engineer, presales or comparable role that involves technical advice and providing fun and engaging demos.

Experience in the enterprise software space working with contact center or automation technologies, either at software companies or building custom solutions.

Must have JavaScript programming/scripting experience, as it is essential for the role of presales and enablement services. Experience in Java, Python, or similar is a plus.

Low code platform experience and conversational AI is a plus.

You are a confident and engaging presenter.

Creative & design skills (maybe you have experience with video editing, Photoshop or similar).

Confidence in speaking and dealing with technology and an ability to pick up new technologies quickly.

**Fluency in Dutch and English is essential.** German language skills will be beneficial.

## **Benefits**

### **Life at Cognigy: what we offer you**

We are an ambitious and international tech company with a great culture, and we make sure that everyone feels welcome. Our excellent benefits make us a fantastic place to work - these include:

Attractive and performance-oriented salary

25 days paid leave, plus 5 days floating leave

Discretionary virtual stock options plan, so you can benefit from the company's success

Unique opportunity to help build and shape the company, with little hierarchy

Flexible and remote working options

Colleague recognition, reward and celebration events

Global Employee Assistance Program

ClassPass membership, giving you access to a variety of fitness and wellness experiences

Ongoing learning and development opportunities, including LinkedIn Learning

One paid 'Giving Back Day' each year, so you can volunteer for a charity or community activity of your choice

Subscription to the Calm app for you plus five friends/family members, giving you access to guided meditation, sleep stories, music, masterclasses, and much more

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