



## Senior Solutions Engineer, Spain and Portugal

<b>Job Type:</b>	Permanent Full Time
<b>Department:</b>	Sales
<b>Location:</b>	Spain
<b>Reporting To:</b>	Sales Manager, Spain & Portugal
<b>Start Date:</b>	ASAP

### About Alfresco:

Alfresco is the leading open source alternative for enterprise content management. It couples the innovation of open source with the stability of a true enterprise-class platform. The open source model allows Alfresco to use best-of-breed open source technologies and contribution from the open source community to get higher quality software produced more quickly at much lower cost. For more information please see: <http://www.alfresco.com>.

### Job Description:

This role will be responsible for carrying out pre-sales technical activities for clients and partners in Spain and Portugal.

The position may involve deliver consulting / services engagements contracted by Alfresco customers and / or partners in Spain and Portugal. These shall take mostly the form of short on-site engagements (consultancy / professional services type of engagements)

Consultants need to be technically skilled and able to communicate at multiple levels: technical architects, developers, IT system administrators and end-users.

In addition to that they should have familiarity with the Spanish market, especially for big accounts and having a well established network in Spain is a plus.

### Job Responsibilities:

- Delivery of various pre-sales activities:
  - Responding to customer requests for information
  - Organise workshops
  - Public speaking and shows / conferences
- Providing technological guidance to partners / best practices etc
- Develop the Spanish speaking community with webinars, blogs, forums etc.
- Maintain an in-depth knowledge of the company's products and services offerings and methodologies.
- Deliver chargeable services to clients and partners



### Technical Skills & Experience:

- A proven track record in a presales environment in a software solutions business.
- Excellent knowledge of ECM process and underlying technology.
- Excellent knowledge of Java, Spring and other tools.
- A good knowledge and practice of the ECM / WCM .
- A good knowledge of the Open Source market.
- Excellent communication skills (verbally and in writing).
- Proven experience of developing and delivering effective presentations.
- An open, fair, positive 'can do' attitude.
- A "trusted advisor" and "project leader" attitude.
- The ability to spot sensible, effective, least risky, least complex solutions.
- An open-minded approach to new ideas, practices and methods.
- Entrepreneurial attitude.
- Multi-tasking ability.
- A willingness to work and adapt to a fast growing & changing environment.
- A passion for 'starting up' and participating to the development of new ideas & concepts.
- Self-sufficiency and a high degree of autonomy.
- Good English communication skills.
- For successful candidate in this role, there will be significant opportunities to grow scope of responsibilities within the company in the future.

### Alfresco offer:

- Competitive compensation package.
- Highly challenging and rewarding environment.
- Ability to impact the business.
- As an equal opportunity employer, we hire without consideration to race, religion, creed, color, national origin, age, gender, sexual orientation, marital status, veteran status or disability.

### Freedom to act:

This role will report to the Sales Manager, Spain & Portugal although it is expected that the individual will work largely independently.

### Travel:

The successful candidate must be willing to travel as appropriate.

### Contact

[careers@alfresco.com](mailto:careers@alfresco.com)