

Colombia Jobs Expertini®

Sr. Sales Engineer

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Company: Visa

Location: Bogota

Category: other-general

Job Description

Lead Technical Presales, Implementation and Support functions for CyberSource in the Andean region.

Develop in-depth knowledge of multiple Visa Merchant Digital products through research and testing to act as Visa Subject Matter Expert and drive client engagement.

Provide technical pre-sales support by designing solutions architecture and leading product implementations in merchant and acquirers.

Provide proposal support to the sales team to accurately determine the feasibility, cost and time implications when responding to customer proposals.

Lead sales meetings with prospects giving product integration demonstrations with a sales-oriented approach, at all organization levels including C-levels.

Manage proposal process for the business to accurately determine the feasibility, cost and time implications when responding to customer proposals.

Gather and accurately document business and technical requirements from customers to work with other internal teams to provide reliable project estimates.

Act as technical resource on consultancy projects, writing and delivering custom applications fo

clients.

Aid in the completion and presentation of RFPs and RFIs.

Deliver training sessions to colleagues and clients on the use of Visa Merchant Digital Solutions.

Strategize with our Direct Sales and Account Management teams to close sales opportunities, including frequent contacts with internal Sr. Directors

Work closely with our Product Management team to maintain technical and functional knowledge of existing and new products. Take a proactive approach to staying up to date with product developments by monitoring code release notes and knowledge sharing within the team.

Deliver business consultancy to clients where needed.

Learn, implement, and develop artifact of IDDEA Selling methodology.

Manage the delivery of projects to clients by playing the role as solution architect and project manager.

This is a hybrid position. Hybrid employees can alternate time between both remote and office. Employees in hybrid roles are expected to work from the office 2-3 set days a week (determined by leadership/site), with a general guideline of being in the office 50% or more of the time based on business needs.

Qualifications

- 8+ experience in a technical pre-sales or consulting role, including prior experience with a complex enterprise environment.
- Bachelor's degree in computer science, Information Technology or related discipline is required. Master's degree is preferred.
- Bilingual English and Spanish.
- Experience of working in the payments industry, e-Commerce, m-Commerce, or banking is preferred.

- Knowledge of payment and/or risk management systems is strongly preferred.
- Strong Technology Knowledge: you are comfortable working with APIs, Web and Mobile Application Integrations, Cloud, PaaS, SaaS models. Collaborating with Engineering on system design tradeoffs, can break down requirements into dependencies across multiple teams and can independently work with client's engineers.
- Experience working as pre-sales and multiproduct expert in a technical environment.
- Experience of working alongside a sales team, supporting them to help win new business.
- Experience of regularly giving presentations to customers in a sales environment including Director and C-Level.
- Preferable Project Management skills in any methodology Like Agile, PMI, Waterfall.
- Strong customer interaction skills combined with excellent verbal and written communication.
- Ability to communicate technical concepts in a clear and articulate fashion to both technical and non-technical audiences, in a sales-oriented manner.
- Ability to work independently on customer sites with minimal supervision.
- Experience of delivering paid consultancy or professionals services to clients is preferred.
- Experience in managing people and resources across a matrix organization.

Additional Information

Visa is an EEO Employer. Qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, sexual orientation, gender identity, disability or protected veteran status. Visa will also consider for employment qualified applicants with criminal histories in a manner consistent with EEOC guidelines and applicable local law.

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