

JOIN US AS

Sales Engineer

Ttexture is growing, and we are looking for a motivated sales engineer to join our strong team. As a technical sales engineer at Ttexture, you will be working closely with our sales team and product team, as well as our partners. The central aspect of your role is to bring cloud and Ttexture product knowledge to the table in the sales and partner enablement phases. In the morning, you will hop on a call to help one of our partners in India with your product and technical expertise to find a solution for our joint client. Before lunch, you give a technical deep-dive presentation to the tech-team of a new partner in Germany that needs to be onboarded. You also support our internal sales team by answering the technical details of an RFP. During the whole day, you have the backup of the entire Ttexture-team on Slack that is there to support you. You also work closely with our product team by giving input based on the client's requirements you learned during the day and by jointly finding solutions for the customer's challenges.

These tasks are waiting for you

- Convincing partner and client security teams
- Draft improvement proposals for our software solution based on client input
- Work on our internal IT and security infrastructure
- Provide training to partners and clients
- Prepare and deliver informative and engaging product demonstrations
- Identify clients' and partners' needs and provide technical solutions
- Collaborate with sales teams to understand customer requirements and provide technical sales support
- Operating and improving our SaaS platform
- Improve our customer documentation with lessons learned from your projects

Your profile

- A degree in STEM and/or strong IT experience
- Experience with cloud technologies and/or willingness to continuously expand your knowledge
- General technical understanding of IT infrastructure and software products
- Analytical mind and problem solving / solution-oriented mindset
- Fluency in English (German is a plus)

Benefits

- An employee-oriented work environment and a young, motivated team
- Attractive benefit packages (working abroad, team bonus system, team referral, buddy program, monthly team lunches, etc.)
- Flexible working hours (Morning sports session? Works for us!)
- An office in the heart of the Alps, a rooftop terrace with a view, a lake nearby, and many bike, hiking, and ski resorts in the vicinity
- Our salary is based on the IT collective agreement in Austria, with the intention of overpayment. The salary includes a competitive base salary plus a quarterly, revenue-growth-based bonus that is spread across the entire team



Why you might not want to work with us

- You want corporate structures: Since we are steadily expanding and taking on new challenges, we need to work in a flexible and agile way.
- You're not proactive: At Txture, we don't just tick off tasks. We encourage our team to actively question the status quo, rethink processes and help build new strategies.
- You don't want to take on responsibility: We live a hands-on mentality where everyone feels responsible for identifying and addressing challenges.

How to apply

No long assessments or trick questions - we want to get to know YOU and your potential. Tell us who you are, where you are headed, and what drives you. Best with a nice cup of coffee or tea. Do you want to personally develop yourself, have fun at work, and become part of one of the most exciting tech-startups in Austria?

Join us!

