

## SALES ENGINEER

Location: Cambridge, UK  
Contact: [careers@speechmatics.com](mailto:careers@speechmatics.com)

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"Speechmatics is working on some of the best speech recognition technology in the market which makes the Sales Engineering role very exciting. I enjoy the opportunity to engage and build relationships with customers that have diverse business and technology requirements - it certainly keeps me on my toes! Demonstrating the value of speech recognition to customers and explaining how they can implement our scaling and flexible technology to help them solve real business needs is challenging but is also hugely rewarding."

- *Damir Derd, Sales Engineer, Speechmatics*

### Background

Speech technology is one of the most popular discussion items at the moment, yet speech interaction is limited to "Alexa, turn on the light", or "Siri, where is the nearest coffee shop?" We are taking speech technology to the next level using our expertise in Machine Learning and speech-to-text technology to enable our customers to use conversational speech recognition. Our solutions power subtitling on TV, content discovery for videos, compliance solutions in banks, improve efficiency of meetings, and many other use-cases. Our mission is to improve human communication with a global speech engine, that works and put speech back at the heart of communication.

At Speechmatics you'll be working with some of the smartest minds in the industry, working on cutting-edge projects and deploying the latest Machine Learning techniques to disrupt the market, providing customers with the best speech technology available, all whilst immersed in a progressive and great company culture. You can enjoy benefits including, share options, healthcare, life assurance, Bike Doctor, massages, regular BBQs, Brew Dogs in the fridge, no red tape, a top end laptop and much more. We're building a company that truly strives to be world-leading and we're looking for people who wholeheartedly believe they can be additive to our culture, bring new ideas to the table and get stuff done. If that's you, carry on reading.

### The Opportunity

As a Sales Engineer you will help drive the growth of Speechmatics by providing technical expertise to our customers and our sales team across the sales lifecycle. You will have opportunity to meet key customers face-to-face as well as providing technical presales remotely. This is an integral role in an expanding presales team and will give you the opportunity to make a real impact not only with customers but also with the wider Speechmatics team. This is a hands-on position working with new technology which will enable you to gain new skills and aid your continuous learning.

### Key Responsibilities

- Discussing products and problem solving with customers to ensure the correct technical solutions are deployed, evaluated and can interface into other products
- Offering technical expertise to help maximise the likelihood of closing a sales opportunity

- Deploying environments (either on-premises or in the cloud) for Proof of Concept (PoC) and evaluations, helping customers to run loads through the system to evaluate success
- Understand customer requirements (including security, scale and accuracy) to propose a solution that will solve their problems
- Customer education around installation, support and operation of deployments
- Configuring kit for conferences/shows to emphasis our technology to WOW the audience
- Delivery of technical presentations and demos to customers and partners
- Ongoing training and education of the Sales team as our technology and products evolve

## Requirements

### Essential

- Solid experience of working in a customer facing pre-sales role within a company developing software products
- Enjoys real challenges and can troubleshoot
- Self-driven and motivated individual who is passionate about helping customers be successful
- Ability to learn and a desire to keep up with technology so can have 'real' conversations with customers
- Excellent communication skills (verbal and written)
- A strong and friendly 'can-do' attitude with a real determination to deliver the very best solutions to potential clients
- A good understanding of, or a background in, systems and infrastructure (Linux, Networks, virtualisation, containers etc.)
- Ability to remain focused and work within time constraints
- Ability to work as part of a team

### Desirable

- Technical background in infrastructure, virtualisation, development
- Ability to write scripts
- Experience of supporting both external and internal customers
- Ability to listen and distil customer feedback. Working with the wider team to ensure it is appropriately actioned

## Salary

Competitive salary (dependent on experience), flexible working and some awesome [benefits & perks](#).

## Interested?

Get in touch! Send your CV and covering letter to [careers@speechmatics.com](mailto:careers@speechmatics.com).