

Who are we and what do we do?

BrowserStack is the world's leading software testing platform powering over two million tests every day across 15 global data centers. BrowserStack's products help developers build bug-free software for the 5 billion internet users accessing websites and mobile applications through millions of combinations of digital environments—devices, browsers, operating systems, and versions. We help Tesco, Shell, NVIDIA, Discovery, Wells Fargo, and over 50,000 customers deliver quality software at speed by moving testing to our Cloud. With BrowserStack, Dev and QA teams can move fast while delivering an amazing experience for every customer.

BrowserStack was founded by Ritesh Arora and Nakul Aggarwal in 2011 with the vision of becoming the testing infrastructure for the internet. We recently secured \$200 million in Series B funding at a \$4 billion valuation in June 2021.

At BrowserStack we solve real problems—each day is a unique challenge and an opportunity to make a difference. We strive to be open, transparent, and collaborative, so no feat is too big to achieve. BrowserStack is an extension of its people and a place where they can grow both professionally and personally. To that effect, we're humbled to be recognized by leading organizations around the world:

- BrowserStack is Great Place to Work-Certified™ 2020-21
- Named “SaaS Startup of the Year” in 2022 by SaaSBOOMi
- Ranked in Forbes Cloud 100 in 2021 - for the second time
- Featured in LinkedIn Top Startups India 2018

Role in nutshell:

You will be part of a growing, high-performing Customer Engineering team that partners with Sales function to deliver revenue growth. You love technology in all forms and are keen to expand your knowledge in agile software development and testing technologies. You enjoy collaborating with customers and solving real world customer facing problems. This is an extremely hands-on position in a typical start-up environment, so we are looking for motivated self-starters who aren't afraid to roll-up their sleeves and contribute across the entire Sales cycle

Desired experience:

- Bachelor's degree in Computer Science, Computer Engineering or related technical discipline with a CGPA > 6.5
- Ability to work well in a highly dynamic / team environment; excellent customer facing communication skills; strong team player
- Familiarity with agile software development and deployment methodologies and the modern Software Development Life Cycle (SDLC)

- Ability to handle multiple competing priorities in a fast-paced environment.
- Ability to break down complex concepts into easily understood frameworks and models.
- Disciplined self-starter, does whatever it takes in order to succeed
- Able to work with customer in different time zones, as required

What will you do?

- Drive the customer's BrowserStack technical product evaluation end to end.
- Coordinate actively with customer stakeholders like the customer's Dev, QA, Network, Security, Business teams etc., to resolve technical product queries or technical roadblocks.
- Lead Customer Engineering activities including technical discovery, RFP responses, product value proposition, architectural guidance, L3 technical support escalations and ongoing customer relationships
- Devis technical approaches/solutions to enable customers to achieve success with BrowserStack.
- Work with cross functional product & engineering teams, learn & develop on testing domain technologies among others as per the customer needs. This involves programming, test automation frameworks, CI tools, security, networks, etc.
- Design and lead comprehensive technical sessions and workshops for customers
- Work as a bridge between Customer and Product & Engineering teams, capture technical product requirements and feedback from customers and relay it to product with relevant market insights to enhance product

Benefits:

In addition to your total compensation, you will be eligible for following benefits, which will be governed by the Company policy:

- Medical insurance for self, spouse, upto 2 dependent children and Parents or Parents-in-law up to INR 5,00,000
- Gratuity as per payment of Gratuity Act, 1972
- Unlimited Time Off to ensure our people invest in their wellbeing, to rest and rejuvenate, spend quality time with family and friends
- Remote-First work environment that allows our people to work from anywhere in India
- Remote-First Benefit for home office setup, connectivity, accessories, co-working spaces, wellbeing to ensure an amazing remote work experience