

**Job Title: Founding Sales Engineer**

**Location:** New York / Tri-state area

**Compensation:** \$180K - \$220K OTE (On-Target Earnings)

**Job Description:**

We are seeking an experienced Sales Engineer with a strong background in LLM (Large Language Models) tuning and startup environments. The ideal candidate will have 5-10 years of experience in a pre-sales role, with a proven track record of building compelling POCs (Proof of Concepts) and demos, especially in challenging technical spaces. This is an excellent opportunity to be part of an innovative team working with cutting-edge AI technologies.

**Key Responsibilities:**

- Work closely with the sales team to support pre-sales activities, including client engagements, product demos, and solution presentations.
- Lead and drive conversations around the technical aspects of Large Language Model (LLM) tuning, including prompt engineering and fine-tuning across multiple products.
- Design, build, and deliver high-quality POCs and demos, particularly in complex and evolving markets.
- Collaborate with product management and engineering teams to ensure solutions align with client requirements.
- Support the sales cycle from initial discovery through to proposal, ensuring technical validation and buy-in from clients.
- Maintain up-to-date knowledge of LLM and AI advancements to effectively engage with potential customers.
- Leverage your startup experience to thrive in fast-paced, dynamic environments while managing multiple concurrent opportunities.

**Requirements:**

- 3+ years of experience in a technical pre-sales role, or a similar customer-facing technical role in a B2B AI / ML or environment
- Hands-on experience with LLM tuning, including prompt engineering, fine-tuning, and the application of multiple products.
- Proven experience in startup environments, showcasing flexibility, innovation, and agility.

- Strong expertise in creating and presenting technical POCs and demos, particularly in challenging or emerging markets.
- Must be based in the New York or Tri-State area (New Jersey, Connecticut).
- Must fit within the \$160-\$180k base salary bracket, annual bonus offered.

If you are passionate about working with advanced AI technologies in a collaborative, innovative environment, and have the required pre-sales and technical experience, we encourage you to apply!