\*Taken from iPhone - I believe this was questions for my offer with Splunk\*

* Would I be working for the latam team

Virtual sales in Plano

Territories = accounts in given region

Spanish and Portuguese speaking people on team take most of those calls

Apart of any of those calls that I want and north anerican calls

Working with both teams

* What are the specifics of the latam travel

As long as I have a passport then that’s all I need, closer to may and June would be lining up activities - going to Mexico and Chile and Argentina (no working visas)

If there’s a project in Brazil we could do that just need to put the visa process in place.

Activities: building prototypes working on proof of concepts, showing people what I learned, getting Splunk customers up to speed, demonstrating it to them, long demo cycle.

* What does day to day look like (after the internship how much coding would it be)

Full time: work with sales reps, dozens of sales people in the Plano office, trying to sell people Splunk, so we need to help them understand the tech aspects of it, they make a request into a queue for us to pick up and do. He can send me the service catalog, anything from demoing the product, technical enablement (informal training session), building out a presentation, proof of concept, or a prototype, discovery calls, sometimes onsite to other companies and help them out there. - 75%

25% is research based. Trying to solve customer problems. And training sessions.

Internship: mimics full time stuff, lots of training. 3 or 4 weeks of training and lining up projects. For me: specific customer project that latam sales team thinks they need for their customers, my project could align with that when I travel.

* What is the offer? When can I see it in writing?

Pay is different than devs: 38 an hour

Sales engineers make more than software

Get significant bonuses

Entry level make more than dev engineers