

Cursor Solutions Engineer Case Study: Deep Dive Session

Objective

You've already kicked off a trial with a successful 101-level presentation. Now it's time to go deeper. In this session, you'll deliver a 15-minute follow-up presentation to a smaller, more technical group of Cursor users who are actively evaluating the product. These users are already familiar with Cursor's basics and are hungry for advanced workflows, tips, and tricks.

Your goal is to demonstrate technical depth, showcase advanced capabilities, and position yourself as a trusted advisor and power user. This is also an opportunity to show leadership in how AI coding tools should be used at scale across modern engineering orgs.

Goals

- **Show Cursor 201:** Walk through advanced topics like model selection, context management, custom rules, and MCP workflows.
- **Highlight Workflow Design:** Demonstrate how to solve real developer problems using advanced Cursor features in combination (e.g., custom prompts + tool calls + MCP + rules).
- **Inspire with Thought Leadership:** Share original strategies, best practices, or frameworks for how teams can use AI to build better and faster.
- **Create New "Aha!" Moments:** Go beyond features—highlight how advanced users can get leverage through creative use of the platform.

What We're Looking For

- **Advanced Platform Knowledge:** Are you fluent in Cursor's more powerful and under-the-hood capabilities?
- **Workflow Design Thinking:** Can you design and communicate end-to-end workflows that help teams use Cursor effectively at scale?
- **Leadership & Coaching Ability:** Can you teach others how to think about AI coding tools and evangelize best practices?
- **Technical Depth:** Can you talk confidently about models, context windows, memory, tool selection, and the underlying mechanics of how Cursor works?

What You'll Receive

- Access to Cursor Pro (we'll reimburse you if you don't already have a subscription).
- Cursor documentation, and guides (<https://docs.cursor.com/guides/working-with-context>)

- The chance to showcase your skills as a power user and thought leader.

How the Session Works

- **Live Presentation & Deep Dive (20 min):** Present to the team as if we were a technical pilot group from the original customer, including live walkthroughs of advanced workflows and original strategies you've developed.
- **Technical Q&A (5 min):** Respond to advanced questions, objections, or "how do I do X?" scenarios from a group of power users.
- **Discussion (5 min):** Share your philosophy on the role of Solutions Engineering in AI tooling. How do you think AI will reshape software development teams?

We're excited to see how you approach enabling advanced users, and how you push the boundaries of what's possible with Cursor.