**Commerce Cloud Solution Engineer - Dubai**

**Apply Now**

Company: Salesforce

Location: Dubai

Category: healthcare-practitioners-and-technical

*To get the best candidate experience, please consider applying for a maximum of 3 roles within 12 months to ensure you are not duplicating efforts.*

Job Category

Sales

Job Details

**About Salesforce**

We're Salesforce, the Customer Company, inspiring the future of business with AI+ Data +CRM. Leading with our core values, we help companies across every industry blaze new trails and connect with customers in a whole new way. And, we empower you to be a Trailblazer, too — driving your performance and career growth, charting new paths, and improving the state of the world. If you believe in business as the greatest platform for change and in companies doing well and doing good – you've come to the right place.

**About Team**

The Commerce Solution Engineering team is at the forefront of the entire Commerce

technology landscape. This collaborative team works closely with sales to uncover real business problems faced by customers and prospects and develops solutions and processes to not only overcome these obstacles but deliver phenomenal digital transformation. From workshops, white-boarding, presentations, demonstrations and proof-of-concept builds, this team works closely with all areas of the business and all aspects of a wide technology stack. We're a fast-paced, light-hearted crew that works together to get the job done

If you believe in business as the greatest platform for change and in companies doing well and doing good – you've come to the right place.

**About Role**

Develop deep solution expertise in Commerce Cloud to become a thought leader and trusted advisor to other SEs, sales teams and customers. Stay up-to-date with industry trends, product developments, and best practices related to salesforce Commere Cloud. Build trusted relationships with a variety of stakeholders across sales, SE, sales programs, and product and product marketing to support the go-to-market strategy for Commerce.

**Key Responsibilities**

Your role will be divided into the following activities :

**Direct customer engagements** You will work on business opportunities, from discovery to tailored demonstrations and presentations that showcase the value of our solutions. You will provide technical expertise during the sales process, addressing customer questions and concerns. You will work in close collaboration with SEs and AEs involved in those accounts.

**One-to-many customer sessions** You will share thought leadership and solution knowledge by running live customer sessions such as webinars and customer workshops to drive solution awareness and ACV.

**One to many internal education** - you will share your expertise internally by running AE

and SE enablement sessions and holding office hours.

**Asset creation** - you will create highly relevant and reusable assets such as Consensus videos, holodecks, demo environments to allow others to self-serve.

**A great Solution Engineer is seen as the trusted advisor, and they focus on the following key areas:**

**Discovery:**Work closely with business stakeholders and technical resources to understand how to make organizations successful and to address pain points in their current efforts.

**Design:** Create innovative solutions that demonstrate Commerce Cloud and its impact

**Deliver:** Connect business requirements with Salesforce solutions to deliver presentations, demonstrations, workshops or white-boarding sessions that engage a business/technical audience. Enable the wider internal and external communities on Commerce trends, product developments, etc.

**Digest**Stay up-to-date on the latest Commerce product development and roadmap, industry trends, and industry news.

**Minimum Qualifications**

Experience working with SaaS solutions and related applications, relational databases and web technology

Strong passion for commerce solutions and technology.

Previous experience in a solution engineering pre-sales, technical sales, or customer-facing role.

Solid oral, written, presentation, collaboration, storyteller, and interpersonal communication skills

Outstanding communication and presentation skills, with the ability to convey technical concepts to technical and non-technical audiences.

Excellent problem-solving skills with a creative and adaptable mindset.

Customer-centric mindset with the ability to empathize and understand customer needs.

Ability to work collaboratively in a fast-paced and dynamic environment.

Willingness to travel when required.

**Preferred Qualification**

Must:

Expertise within the e-commerce vendor landscape such as Salesforce Commerce (Demandware), Adobe Magento, Shopify, SAP Hybris and other Commerce offerings

Additional experience with Salesforce B2B / B2C Commerce, OMS, and DTC offerings is a plus.

Expertise in domains like commerce, web analytics, content management systems, inbound marketing, marketplaces, order management, product information management, etc.

Experience in e-commerce industries like Manufacturing, Retail, CPG, DTC etc.

In addition:

Affinity with HTML, CSS, API, and Java is a good plus.

Experience orchestrating a sales cycle that requires the involvement of multiple internal and external resources.

Salesforce Certifications (E.g. Admin, Developer, Trailhead etc) and previous experience or certifications with the Salesforce B2C Commerce, B2B Commerce

Public speaking experience (Events & Webinars)

Travel expectations: 40%

***Our investment in you***

*World class enablement and on-demand training - check* Trailhead.com *for a sneak peek!*

*Weekly 1:1 coaching with your leadership*

*Clear path to promotion with accelerated leadership development programs*

*Exposure to executive thought leaders with a passion for living our values*

**Volunteer Opportunities**

*Have you heard of our 1:1:1 model, focused on giving back to the community The successes in giving back have helped us and our Trailblazer community become a leader in philanthropy, culture, and innovation. We are one of the World's Most Innovative Companies, according to Forbes, we are #1 in PEOPLE's Top 50 Companies that Care, and are on Fortune's Change the World list. Values create value. Our values helped drive our revenue number to $13.28 billion dollars in fiscal year 2019.*

*We have a public-facing website that explains our various benefits for:*

*Health Benefits*

*Financial Benefits and perks*

*Time off & leave policies*

*Parental benefits*

*Perks and discounts*

*Visit  https://www.getsalesforcebenefits.com/enfor the full breakdown!*

Accommodations

If you require assistance due to a disability applying for open positions please submit a request via this Accommodations Request Form.

Posting Statement

At Salesforce we believe that the business of business is to improve the state of our world. Each of us has a responsibility to drive Equality in our communities and workplaces. We are committed to creating a workforce that reflects society through inclusive programs and initiatives such as equal pay, employee resource groups, inclusive benefits, and more. Learn more about Equality at www.equality.com and explore our company benefits at www.salesforcebenefits.com.

Salesforce is an Equal Employment Opportunity and Affirmative Action Employer. Qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender perception or identity, national origin, age, marital status, protected veteran status, or disability status. Salesforce does not accept unsolicited headhunter and agency resumes. Salesforce will not pay any third-party agency or company that does not have a signed agreement with Salesforce.

Salesforce welcomes all.

**Apply Now**

**Cross References and Citations:**

1. Commerce Cloud Solution Engineer - Dubai  Germanyjobs  Jobs Dubai  Germanyjobs ↗

2. Commerce Cloud Solution Engineer - Dubai  Smartjobsearch  Jobs Dubai  Smartjobsearch ↗

3. Commerce Cloud Solution Engineer - Dubai  Riskmanagementjobs Jobs Dubai  Riskmanagementjobs ↗

4. Commerce Cloud Solution Engineer - Dubai  Devopsjobs Jobs Dubai  Devopsjobs ↗

5. Commerce Cloud Solution Engineer - Dubai  Findlocaljobs  Jobs Dubai  Findlocaljobs ↗

6. Commerce Cloud Solution Engineer - Dubai  Researchjobs  Jobs Dubai  Researchjobs ↗

7. Commerce Cloud Solution Engineer - Dubai  Tradingjobs Jobs Dubai  Tradingjobs ↗

8. Commerce Cloud Solution Engineer - Dubai  Portugaljobs Jobs Dubai  Portugaljobs ↗

9. Commerce Cloud Solution Engineer - Dubai  Ukrainejobs Jobs Dubai  Ukrainejobs ↗

10. Commerce Cloud Solution Engineer - Dubai Executivejobsnearme Jobs Dubai  Executivejobsnearme ↗

11. Commerce Cloud Solution Engineer - Dubai Openairmedia  Jobs Dubai  Openairmedia ↗

12. Commerce Cloud Solution Engineer - Dubai Protectiveservicejobs Jobs Dubai  Protectiveservicejobs ↗

13. Commerce Cloud Solution Engineer - Dubai Amsterdamjobs  Jobs Dubai  Amsterdamjobs ↗

14. Commerce Cloud Solution Engineer - Dubai Iraqjobs Jobs Dubai  Iraqjobs ↗

15. Commerce Cloud Solution Engineer - Dubai Losangelesjobs  Jobs Dubai  Losangelesjobs ↗

16. Commerce Cloud Solution Engineer - Dubai Warehousejobsnearme Jobs Dubai  Warehousejobsnearme ↗

17. Commerce Cloud Solution Engineer - Dubai Londonjobscentral Jobs Dubai  Londonjobscentral ↗

18. Commerce Cloud Solution Engineer - Dubai Lisbonjobs  Jobs Dubai  Lisbonjobs ↗

19.  Commerce cloud solution engineer - dubai Jobs Dubai ↗

20.  AMP Version of Commerce cloud solution engineer - dubai ↗

21.  Commerce cloud solution engineer - dubai Dubai Jobs ↗

22.  Commerce cloud solution engineer - dubai Jobs  Dubai ↗