Senior Solutions Engineer, MENA

Apply Now

Company: CIRCLE

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

Circle is a financial technology company at the epicenter of the emerging internet of money, where value can finally travel like other digital data — globally, nearly instantly and less expensively than legacy settlement systems. This ground-breaking new internet layer opens up previously unimaginable possibilities for payments, commerce and markets that can help raise global economic prosperity and enhance inclusion. Our infrastructure – including USDC, a blockchain-based dollar – helps businesses, institutions and developers harness these breakthroughs and capitalize on this major turning point in the evolution of money and technology.

What you'll be part of:

Circle is committed to visibility and stability in everything we do. As we grow as an organization, we're expanding into some of the world's strongest jurisdictions. Speed and efficiency are motivators for our success and our employees live by our company values: Multistakeholder, Mindfulness, Driven by Excellence and High Integrity. Circlers are consistently evolving in a remote world where strength in numbers fuels team success. We have built a flexible and diverse work environment where new ideas are encouraged and everyone is a stakeholder.

What you'll be responsible for:

Ever dreamt of being at the very heart of Web3? At , that's exactly where you'll be. Dive into the world of solution engineering as part of the regional business team! Here's what you'll do: Shape the Web3 landscape: Collaborate with some of the most impactful companies in the region and design effective web3 client solutions.

From curious inquiries to enlightened eureka moments: Illuminate the path for our clients through every tech nuance, ensuring they unlock the best of Circle's offerings, pre- and post-sales.

Hands-on design: Run design thinking workshops for those still finding their Web3 'why'. Help them envision new value propositions that will move the needle for their business.

Show, don't just tell: Craft tailored demos, snazzy diagrams, and action plans that spotlight the potential of Circle's tech in the Web3 era.

Got insights? Share away! Team up with our Product and Engineering team, shaping the next big thing in Web3.

Partnership at its finest: Forge genuine, lasting ties with leading partners and clients, underpinning their success with Circle's cutting-edge products.

What you'll work on:

Collaborate closely with Circle's Business Development team, assuming responsibility for technical and solution facets of client engagements.

Articulate Circle's product offerings to prospective clients, ensuring they comprehend how our solutions meet their needs.

Lead technical discovery sessions, effectively capturing client requirements.

Drive client success: Design solutions and liaise across departments to address potential product limitations.

Work in tandem with our product and engineering teams, helping prioritize and address product gaps.

Join forces with Circle's client success team, overseeing all technical dimensions post-sales.

Collect and relay market feedback, ensuring our product and engineering teams remain informed.

Create and sustain an internal knowledge repository about our existing and forthcoming products.

Represent the solutions engineering team at key industry events and conferences, upholding Circle's reputation.

Supporting the Global Solutions Engineering team with internal projects.

You will aspire to our four core values:

Multistakeholder - you have dedication and commitment to our customers, shareholders, employees and families and local communities.

Mindful - you seek to be respectful, an active listener and to pay attention to detail.

Driven by Excellence - you are driven by our mission and our passion for customer success which means you relentlessly pursue excellence, that you do not tolerate mediocrity and you work intensely to achieve your goals.

High Integrity - you seek open and honest communication, and you hold yourself to very high moral and ethical standards. You reject manipulation, dishonesty and intolerance.

What you'll bring to Circle:

You bring over 7+ of years experience from roles like Solutions Engineer, Sales Engineer, Solutions Architect or Product Manager, preferably with a B2B SaaS or FinTech background.

Clarity in Complexity: You excel at translating complexity into simplicity

Communicator at Heart: Your communication and storytelling skills shine, whether it's in one-on-one discussions or presenting to larger teams.

Problem Solver: You approach challenges with a blend of logic and creativity, always seeking the best outcomes.

Client-Focused: Recognized for a client-centric approach, you've been a dependable partner for sales, client success and product/tech teams.

Technical Achievements: You have a history of successfully designing and validating technical solutions, especially for large enterprises.

Tech-Savvy: Hands-on experience with API testing, database querying, and sketching out technical flows is second nature to you.

Collaborator: A proven track record of working alongside developers on SaaS product integration and development.

Leadership Qualities: If you've managed a team before, it's a bonus. Your ability to work in tandem with multiple departments stands out.

Blockchain and Fintech Curiosity: You possess an interest in blockchain solutions, and any experience in Fintech is a definite plus.

Drive and Collaboration: An entrepreneurial spirit is evident in your work. You value fast-paced environments and prioritize building strong relationships.

Ready to Travel: regular travel (up to 25%) to external events and to meeting partners/customers across the EMEA region should be expected.

Proficiency in Google Suite, Slack, and Macbook preferred.

Language skills: Fluent in English with additional language skills preferred (ideally Arabic and/or French).

We are an **equal opportunity employer**and value diversity at Circle. We do not discriminate on the basis of race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status. Additionally, Circle participates in the in certain locations, as required by law.

#LI-Remote

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