



## Senior Solution Engineer / Sales Engineer

Remote (USA)

### Who are we?

m3ter's Pricing Operations Platform helps B2B software scale-ups manage complex pricing by calculating error-free bills and sending them to your finance systems, so you can eliminate billing headaches and revenue leakage.

The shift towards usage-based pricing (UBP) is gaining momentum among B2B software companies, as it more accurately captures their true value. This transition demands innovative operational and go-to-market strategies that are data-driven and challenging to implement. m3ter is at the forefront of offering these essential pricing and billing capabilities.

The genesis of m3ter is rooted in our founders' successful deployment of UBP at their previous startup, which was subsequently acquired by Amazon. Their experience at AWS further exposed them to the best-in-class tooling for UBP. To date, the business has secured over \$31.5 million in funding from top-tier VCs and is experiencing rapid growth.

Embracing a 'remote-first' approach, m3ter is expanding its global footprint. The product teams are based across Europe, with a centre of gravity in the UK. The majority of our customers are modern, fast-growing B2B SaaS providers based in the USA.

### About the role

We are looking for a Senior Solution Engineer / Sales Engineer to report to our Director of Customer Success. This is a senior engineering role in our Sales team.

You will be responsible for progressing qualified sales opportunities to the point of commitment, before handing over to our Customer Success teams to oversee onboarding and expansion. You will work with customers to understand their business and technical challenges, and recommend solutions using m3ter. This will involve gathering requirements, giving product demos, building POCs, designing architectures and recommended implementation approaches, and handling questions and objections. You will work closely with our sales reps, but given that m3ter is a technical, developer-centric service, you will often be leading engagements.

You will develop a deep knowledge of the m3ter service, the billing operations and data infrastructure pain points that it addresses, and best practice implementation patterns (including integrations with existing tooling such as Sales CRM and billing and finance systems).

You will also contribute to the development of the technical community around m3ter by authoring technical whitepapers, technical case studies, and blog posts.

You will join the US Customer Success team at a foundational stage and have the chance to shape its direction and your own career path within it.

### Who are you?

You will have broad technical knowledge, programming skills, and a good understanding of API-driven systems and web architectures. A “builder” mentality that loves to tinker with technology is an asset.

You will have specific experience of data infrastructure and/or billing operations, and you will have previously played a similar role as a Solution Engineer, Sales Engineer, Solutions Architect, Technical Account Manager, Consultant, Platform Engineer, Systems Engineer, or Cloud Architect.

Experience of commonly used tooling in the quote-to-cash stack, particularly Sales CRMs (such as Salesforce) and billing and finance systems (such as Zuora, Stripe, and Netsuite) is desirable but not required. Note that m3ter is generally integrated with existing tooling to make them work in usage-based pricing scenarios, rather than replacing them.

You are a good communicator and comfortable driving discussions with a wide range of customer personas from enterprise architects to developers regarding trade-offs, best practices, and risk mitigation.

The team will be supporting customers across all US time zones, so you're willing to work flexible hours until the team grows.

You are curious and interested to learn more about usage-based pricing, web-scale technology and cutting-edge data science. You are excited at the prospect of working with some of the most interesting SaaS providers in the world.

**What's in it for you?**

Influence, trust, and impact inside a well-funded scale-up that's on a rocketship trajectory.

Working alongside other talented, experienced, and friendly folk who are keen to have impact too – great people to learn from and work with.

Competitive salary and meaningful stock options, and the freedom and flexibility of a 'remote first' organization.

**Basic salary: TBD**

**Closing date:** 26th January 2024

m3ter is committed to Equal Employment Opportunity through attracting and retaining a complementary team of employees and building an inclusive environment for all.