

Sales Engineer – Pre-Sales / Solutions Engineering

Location: U.S.

Department: Sales / Solutions Engineering

Reports To: SVP of Sales

Role Summary

As a Sales Engineer, you will be the primary technical liaison in the sales cycle. You'll partner closely with Regional Sales Managers and Customer Success Managers to understand customer requirements, design proofs-of-concept, lead technical demos, and ensure smooth handoffs into implementation and post-sales phases. You'll act as both a domain expert and trusted advisor to prospects evaluating how Spur fits into their security stack.

Responsibilities & Duties

- Lead technical discovery & scoping sessions with prospects to understand business use cases, data sources, systems, constraints, and success criteria
- Design and present solutions architectures that integrate Spur's APIs, data feeds, and platform modules
- Deliver technical demos, proof-of-concept (PoC) evaluations, and pilot projects
- Collaborate internally with Product, Engineering, and R&D to align on features, feedback, roadmap, and feasibility
- Help draft Statements of Work (SoWs), technical proposals, requirements documentation, and scopes of engagement
- Support negotiations by clarifying technical assumptions, constraints, and risk trade-offs
- Facilitate smooth handoffs to Customer Success / Implementation teams, ensuring knowledge transfer and continuity
- Train and enable Sales team members on technical aspects, competitive differentiators, and product capabilities
- Collect and document competitive intelligence, market trends in evasion / anonymization, and technical objections
- Represent Spur at technical sessions, workshops, and industry events

Required Qualifications / Skills

- 7+ years in a sales engineering, solutions architecture, or equivalent technical pre-sales role
- Strong understanding of APIs, data pipelines, system integrations and SaaS architectures
- Hands-on experience building integrations, SDKs, scripts, or prototyping technical integrations
- Experience working with security, fraud, identity, or data products (or a strong technical affinity toward them)
- Excellent communication skills—able to engage both technical and non-technical stakeholders at all levels (engineers, security architects, C-level)
- Ability to think strategically and architect scalable, maintainable systems
- Comfortable navigating ambiguity, with a consultative mindset and intellectual curiosity
- Ability and willingness to travel for onsite demos, customer engagements, or events

Preferred Experience

- Prior exposure to evasion detection, anonymization, bot mitigation, or threat infrastructure space
- Knowledge of foundational networking concepts (TCP/IP, BGP)
- Experience building or integrating with security / fraud platforms, SIEM/SOAR, threat intelligence systems, CDNs, WAFs
- Past work in agile / startup / high-growth environments
- Certifications relevant to security domains
- Experience presenting networking concepts to broader audiences

Why Spur?

- Be a technical leader in a fast-evolving space (fraud, evasion, security)
- Work alongside a small, high-impact team with direct influence on product and roadmap
- Competitive compensation

- Opportunity to own full-lifecycle technical engagements, shape the customer experience, and grow into senior architecture roles
- Join a mission-driven company defending platforms and users from adversarial threats

To apply for this position, please submit your resume to careers@spur.us