

## [TH] Sales Engineer - BytePlus

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Company: ByteDance

Location: Bangkok

Category: other-general

Responsibilities

ByteDance Founded in 2012, ByteDance's mission is to inspire creativity and enrich life. With a suite of more than a dozen products, including TikTok, Helo, and Resso, as well as platforms specific to the China market, including Toutiao, Douyin, and Xigua, ByteDance has made it easier and more fun for people to connect with, consume, and create content. Why Join Us Creation is the core of ByteDance's purpose. Our products are built to help imaginations thrive. This is doubly true of the teams that make our innovations possible. Together, we inspire creativity and enrich life - a mission we aim towards achieving every day. To us, every challenge, no matter how ambiguous, is an opportunity; to learn, to innovate, and to grow as one team. Status quo? Never. Courage? Always. At ByteDance, we create together and grow together. That's how we drive impact - for ourselves, our company, and the users we serve. Join us. Join the Innovative BytePlus Team As part of BytePlus, you'll help enterprise customers build what's next for their business. Leveraging ByteDance's cutting-edge technologies, we are devoted to developing innovative products and solutions to shape the future. We help our clients to focus on what truly matters. Centering on innovation and excellence, we create gamechanging solutions that help businesses to unleash their potential. You can help us to achieve our mission. - Partner with regional Sales Teams to qualify leads, identify client's pain points and create technical solutions that eventually deliver business results to clients- Externally, call upon technical expertise and business acumen to lead the enterprise client engagement (C-level to working level) lifecycle end-to-end, from pre-sales solutioning to delivering project implementation. Activities include demos, presentations, RFI/RFP, architecture design workshops

& POC delivery.- Internally, act as trusted advisor collaborating with multiple product teams and articulate clear feature requests to shape product roadmap in both short- and long-term. Provide Thought Leadership, Industry Knowledge, and deep understanding across multiple cloud and ML products.- Maintain post-sales solution support and drive upsell/cross-sell together with Account Executives. Qualifications- Engineering Bachelor degree and above;- At least 7 years of related work experience, preferably in the role of solution architect or pre-sales solution engineering;- Demonstrate strong strategic thinking and analytical skills by explaining relevant past projects in the technical interview rounds; - Product-wise, preferably have deep understanding in Public Cloud, including but not limited to: - edge network (CDN) and security (WAF, DDoS), - video streaming - Livestream solution end-to-end, RTC, VOD - and ML applications (ML Recommend, computer vision, NLP, generative AI)- Industry-wise, preferably have worked with large enterprise clients in verticals like Retail, Media, Entertainment, Gaming, etc- Basic to advanced developer skills can be a plus: - Front-end dev with web (JS & JS frameworks) and native apps (iOS & Android) - Back-end micro service architecture knowledge and server-side API integration - Hands-on experience building Deep Learning models - Excellent communication skills in English, both written and verbal- Comfortable with fast-paced and ambiguous startup environment - Can-Do attitude, Self-starter, Ability to work independently and highly motivated with contagious enthusiasm;- Team player and able to foster positive team morale, to set goals and drive for successful fulfilment;- Gives attention to Details as much as to the Bigger Picture; Can synthesize. ByteDance is committed to creating an inclusive space where employees are valued for their skills, experiences, and unique perspectives. Our platform connects people from across the globe and so does our workplace. At ByteDance, our mission is to inspire creativity and enrich life. To achieve that goal, we are committed to celebrating our diverse voices and to creating an environment that reflects the many communities we reach. We are passionate about this and hope you are too.

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**Cross References and Citations:**

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