

# Mexico Jobs Expertini®

## Commercial Sales Engineer (Spanish Speaking)

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Company: Datadog

Location: Mexico City

Category: computer-and-mathematical

## Commercial Sales Engineer (Spanish Speaking)

Mexico City, Mexico

Datadog Sales Engineers help qualify and close opportunities with customers and partners. You will provide technical expertise through sales presentations, product demonstrations, and supporting technical evaluations (POCs). Sales Engineers have a voice with the product team to help prioritize features based on input from customers, competitors, and partners. Additionally, you will work with various teams to resolve customer concerns, escalate bug issues, and serve as an ambassador for our brand. If you want to join a friendly, passionate team with limitless potential, we'd love to meet you!

At Datadog, we place value in our office culture - the relationships and collaboration it builds and the creativity it brings to the table. We operate as a hybrid workplace to ensure our Datadogs can create a work-life harmony that best fits them.

### What You'll Do:

Partner with the sales team to articulate the overall Datadog value proposition, vision and strategy to customers

Continually learn new technology to build competitive knowledge, technical skill, and credibility

Deliver product and technical presentations with potential clients

Have a direct line of communication with the product team to collaborate on feature requests

Help clients onboard the product and assist when they run into roadblocks.

Think creatively about a wide variety of technical challenges during the pre-sales life cycle

### **Who You Are:**

Knowledgeable and experienced with DevOps monitoring or architecture tools.

Comfortable and confident in delivering technical presentations/demos to either external customers or internal teams

Able to think creatively about a wide variety of challenges. You're going to find new things every day

Previously experienced in systems administrations: Windows or Linux

Able to sit up to 4 hours, traveling to and from client sites

Able to travel via auto, train or air up to 25% of the time

Datadog values people from all walks of life. We understand not everyone will meet all the above qualifications on day one. That's okay. If you're passionate about technology and want to grow your skills, we encourage you to apply.

### **Benefits and Growth:**

Best-in-breed onboarding

Generous global benefits

Intra-departmental mentor and buddy program for in-house networking

New hire stock equity (RSUs) and employee stock purchase plan (ESPP)

Continuous professional development, product training, and career pathing

An inclusive company culture, able to join our Community Guilds and Inclusion Talks

Benefits and Growth listed above may vary based on the country of your employment and the nature of your employment with Datadog.

#LI-AM1

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