



(Senior) Sales Engineer

We are ayfie:

ayfie provides products for eDiscovery, media, compliance and search across industries and geographies. The language processing technologies developed by ayfie are based on more than 30 years of research in linguistics, computational linguistics and computer science. Using these technologies, ayfie has created a unique text analytics platform, ranging from forensics research to automated prediction based on unstructured text data. ayfie Inc. is located in the heart of Manhattan in New York City and focusing on sales, services and support in the US market.

We are looking for experience and competence in:

- Presentation and demonstration of product software to prospects and customers
- Providing technical product expertise during customer presentations
- Developing and updating product demonstrations
- Designing user interfaces based on customer feedback
- Providing technical product expertise for development of sales material
- Responding to RFIs and RFPs
- Scoping technical solutions to meet customer requirements
- Providing input to Statements of Work
- Providing product feedback to development teams
- Working closely with sales teams to achieve sales budgets

We are using these technologies—the more you already know, the better:

- Java 8 (lambda, streams, functional), our main development language
- Python
- Spring Request Mapping, Core
- Spring Integration
- Apache Spark & ES Hadoop
- Gradle
- Docker (compose)
- ElasticSearch
- C++
- Angular

We provide an exciting work environment where we are striving for balance between:

- Bleeding edge technology and architectural continuity
- Highly diverse demands and a sustainable development pace
- Clean code and pragmatism
- Team activities and room for focus
- Motivating, demanding work and respect for private life
- Freedom and process

Please send your application to sales@ayfie.com