Solutions Architect - Enterprise eCommerce
San Francisco, California

About Us:
Scalable Press is a technology company revolutionizing the printing industry. We believe that by investing in forward-thinking technology and infrastructure, we can make it easier and faster than ever to order custom printing. Scalable Press grew 400% last year, and we need your help in 2018. We're not venture-backed, but we have 300 employees and are profitable.

We own and operate five production centers spanning California, Texas, Indiana, and Pennsylvania. Our custom engineered systems, paired with our nationwide presence, allows us to push prices down to unprecedented lows, provide reliable quality, and offer fast turnaround times.

The print on demand industry is supported today by small local production shops. These shops are often overwhelmed by online demand due to their low levels of process and technology. Our industries fragmented low tech approach forces large online content generators to purchase and inventory goods in advance resulting in lost profits and efficiencies. Scalable Press's API and JIT network is changing the landscape of the custom printed goods industry.

We're focused on building technology that enables highly efficient production at scale. Our customers send orders through our fulfillment API, or through any of our three web products built on top of our own API. Orders are sent to one of our four company-owned production facilities (in California, Indiana, Texas, and Pennsylvania) where they are printed at industry-leading speeds and rock-bottom costs.

About the Role:

Scalable Press is looking for a San Francisco-based Solutions Architect Enterprise eCommerce to provide consultation and advice to our prospects and customers, thereby helping them succeed in achieving their technical and business objective in using Scalable Press's software and production capabilities. The ideal candidate is an experienced in API with great interpersonal skills and an insatiable drive to learn.

Scalable Press's Solutions Architects are principally client-facing. They have the credibility to deal with all levels of technology knowledge and will work closely with stakeholders from marketing, the project management team, sales management and engineering. You'll travel to visit prospects/customers and attend conferences. A reasonable expectation would be travel roughly 25%-40% of the time.

 What does our ideal candidate look like?
Experience working with eCommerce print on demand platforms with an emphasis on leading a consultative sales process and negotiating contracts. We're looking for someone that's intelligent, hardworking, and unreasonably ambitious. You should:
· Experience with complex eCommerce accounts
· Conduct proactive consultative need analysis
· Ability to work with executive level teams
· Develop and maintain key account plans that identify opportunities, deliver value, and forecast results
· Work with engineering to satisfy custom client needs
· Strong oral and written communication skills
· Have a quantitative, results-oriented thinking style
· Want to be a part of an aggressive, growth-minded team

Benefits
- Competitive Salary
- Comprehensive healthcare package
- Paid Company Holidays and PTO Time
- 401K eligibility on first day of employment