

Turkey Jobs Expertini®

Senior Sales Engineer, Test Automation

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Company: UiPath

Location: Şişli

Category: other-general

Posting Details

Life at UiPath

The people at UiPath believe in the transformative power of automation to change how the world works. We're committed to creating category-leading enterprise software that unleashes that power.

To make that happen, we need people who are curious, self-propelled, generous, and genuine. People who love being part of a fast-moving, fast-thinking growth company. And people who care—about each other, about UiPath, and about our larger purpose. Could that be you?

Your Mission

The UiPath Solution Consultant for Test Automation role directly supports the Specialist Sales, Partners, UiPath Services Network Program and Product Team, but also serves as a thought leader for other Solution Engineers maintaining a close partnership with Product Marketing/Management.

The purpose of the Test Automation team is to drive sales of UiPath Test Suite, which is strategically adjacent, yet requires a different go to market from the Automation Platform Enterprise sales motion in place today. UiPath Test Suite is designed to draw from the strengths of the core Automation platform via software integration, which creates greater

overall platform value versus stand-alone offerings.

What you'll do at UiPath

Cover South East Europe region

Drive Playbooks and Demo kits for UiPath Test Suite

Engage with customers QA Management to discuss implementation strategies

Drive partner enablement, competitive research, and sales enablement/training materials

Define and assist on proof of concepts (POC) and pilots

Track and manage engagements (POC's, Pilots, Trials, Implementations, Product adoption)

Create analysis on delivered services engagements (Win/Loss, Customer feedback, etc.)

Create and influence customer success plans for Test Suite adoption and expansion.

Focus on key customers to drive successful implementations, use cases, and references

Assist and respond to large RFIs and RFPs related to Enterprise Testing

Find opportunities to regularly contribute to communities, foster relationships with other influencers, and build a following for UiPath Test Suite

Participate in industry-specific events and conferences

What you'll bring to the team

BA/BS (or MA/MS preferred) in Computer Science/Mathematics/Physics or other related fields

Relevant work experience with one of the leading test tool vendors

Experience with enterprise software (SAP, Salesforce, Oracle or similar) products and solutions

8 years' experience in enterprise software sales, pre-sales, consulting, or business development preferably with a background in Software Testing

Solid knowledge of agile software development and continuous testing, including CI/CD pipelines

Understanding of enterprise-wide testing strategies, methodologies, and value drivers

Self-motivated, proactive team player with innovative ideas to inspire customer loyalty

Skilled at building long term relationships with executives and key stakeholders

Proficiency in leading and facilitating executive meetings and workshops

Passion for making customers successful

Demonstrated ability to navigate conflict and foster open communication

Strong analytical thinking and organizational skills

Excellent verbal and written communication skills

Fluent English

Ability to adapt to the market

#LI-GW1

#LI-remote

Maybe you don't tick all the boxes above— but still think you'd be great for the job? Go ahead, apply anyway. Please. Because we know that experience comes in all shapes and sizes—and passion can't be learned.

Many of our roles allow for flexibility in when and where work gets done. Depending on the needs of the business and the role, the number of hybrid, office-based and remote workers will vary from team to team. Applications are assessed on a rolling basis and there is no fixed deadline for this requisition. The application window may change depending on the volume of applications received or may close immediately if a qualified candidate is selected.

We value a range of diverse backgrounds, experiences and ideas. We pride ourselves on our diversity and inclusive workplace that provides equal opportunities to all persons

regardless of age, race, color, religion, sex, sexual orientation, gender identity and expression, national origin, disability, neurodiversity, military and/or veteran status, or any other protected classes. Additionally, UiPath provides reasonable accommodations for candidates on request and respects applicants' privacy rights. To review these and other legal disclosures, visit our [privacy](#)

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