

United States Jobs Expertini®

Technology Evangelist

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Company: SolarWinds

Location: Austin

Category: computer-and-mathematical

Your Role

We are seeking an experienced, passionate Senior DevOps Evangelist to build awareness and drive the adoption of SolarWinds Observability, our company's SaaS-based DevOps offering. You will serve as a subject matter expert and public face of our DevOps solutions and best practices, and provide sales and technical marketing support through enablement, rich media, and content creation.

Your Impact:

Drive compelling point of view targeting a focus on DevOps, CloudOps, SRE audience

Develop content and assets to educate prospects and customers on SolarWinds as a major player with regards to providing world-class cloud-native, and DevOps/CloudOps/SRE observability offerings.

Achieve this by communicating SolarWinds Observability's value proposition through the creation and execution of presentations, demos, case studies, blogs, and videos.

Drive SolarWinds presence in DevOps communities in the industry as well in SolarWinds community. Drive increased presence of DevOps/SRE/Cloud Ops teams in SolarWinds Thwack Community.

Create and deliver technical talks/workshops through webcasts, industry conferences, customer events, and internal roadshows.

Generate insightful & compelling thought leadership content (webinars, blogs, e-books, etc.) to influence customers, buyers, industry specialists, research analysts, key editors in the press and other third parties.

Represent SolarWinds Observability and its value approach on social media, industry publications, podcasts, and other external platforms.

Collaborate closely with product marketing, product management, and engineering teams to define messaging and positioning around DevOps trends and our brand differentiation.

Help drive DevOps/CloudOps/SRE adoption of SolarWinds offerings by showcasing success stories, reference architectures, and technical integrations.

Maintain a strong awareness of the competitive landscape and market trends in DevOps, CloudOps, SRE and automation.

Identify and validate urgent, pervasive problems in the market by interviewing customers, recent evaluators, and potential buyers. Map their needs with target markets and analyze competitor and alternative offerings in the market, assess their strengths and weaknesses, and develop a strategy for winning against the competition.

Your Experience:

7 + years' experience in a DevOps evangelist, technical marketing or technical sales enablement role

Strong public speaking and written communication skills

Technical knowledge of DevOps principles, CI/CD, infrastructure automation, containerization, and cloud platforms

Ability to translate complex technical concepts into simple stories.

Passion for DevOps methodologies, Cloud Journey and enthusiasm for conveying DevOps/CloudOps/SRE value prop

Strong presenter with experience developing and delivering technical presentations.

Track record of contributing to industry publications, blogs, and communities

A strong background targeting DevOps, CloudOps, SRE, application development personas is required.

Must have the ability to influence all personnel levels and collaborate with cross-functional teams in Sales and Marketing to drive toward a single unified direction.

Ability to navigate and thrive in a cross-functional, highly matrixed environment on a global scale

Experience producing creative, technical content, and acting as a key influencer and spokesperson in the market.

Bachelor's degree in computer science required; advanced degree MBA/MS desirable.

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