



## **SOLUTIONS ENGINEER**

*YottaMark ([www.yottamark.com](http://www.yottamark.com)) solutions deliver instant product traceability and authentication, anywhere, anytime. At a time when food safety is on the top of everyone's mind, our HarvestMark solution allows fresh food buyers and sellers to instantly trace produce, meat and seafood back to the harvest. HarvestMark enhances food safety, and delivers a new marketing and communication platform, connecting all the players in the supply chain, including the consumer. HarvestMark is built on the YottaMark Authentication Platform, which is also used to authenticate products and deter counterfeiting and diversion in global industries, including pharmaceuticals and electronics.*

*We are an innovative, venture-backed, software-as-a-service company with deep skills in workflow, packaging, security, supply chain operations, and large-scale, web-based applications. We are seeking a seasoned **Solutions Engineer** with demonstrated experience in pre- and post-sales of hardware and software solutions in a production or assembly line environment.*

*In this role, you will work closely with YottaMark Sales and Engineering teams to design, install and configure HarvestMark solutions for fresh produce buyers and packers. The job requires getting things done quickly and handling a variety of activities.*

### **Position Responsibilities:**

- *Develop and maintain an in-depth expertise in our technology, products and solutions.*
- *Assess customer production processes to determine how to integrate the HarvestMark solution with minimal impact to customer operations.*
- *Participate in the architecting and building of end-to-end customer solutions using hardware and software components, and conducting the solution installation, integration and testing.*
- *Work with local vendors to source hardware and components as needed for customer solutions.*
- *Produce customer documentation relating to the solution design, operation and maintenance.*
- *Work closely with customers to resolve technical issues and ensure the timely adoption and smooth transition of our solution.*
- *Work with YottaMark sales team to develop demonstrations that present solutions effectively and professionally.*
- *Attend customer meetings and provide a technical point of contact for customers.*
- *Domestic and international travel required.*

### Job Requirements:

- Ideal candidates will have at least 10 years experience in a technical environment involving software, hardware and electro-mechanical components, with at least 3 or more years in a pre- and/or post-sales role working directly with customers.
- Bachelor's Degree in technical field or equivalent experience is required.
- Experience with barcode reading hardware (1D, 2D) a plus
- Experience working within a manufacturing and assembly line environment a plus
- Ability to work directly with fabrication partners to build integration components (brackets, enclosures)
- Superior organizational and problem solving skills. Highly self-motivated.
- Excellent communication skills, both written and verbal. Spanish fluency highly desired.
- A passion for customer satisfaction.
- Experience with consumer goods packaging or produce industry a plus
- Alignment with the core YottaMark values of Integrity, Trust, Vigilance, Innovation and a fun work environment.

We are a young, fast moving team, so don't be surprised if from time to time you're called on to configure a PC or two or help with a customer demo.

If you have the skills and experience listed above along with a passion for helping to create a great company, please submit your resume to [jobs@yottamark.com](mailto:jobs@yottamark.com). Please include "Solutions Engineer" in the subject line. We look forward to hearing from you!