



## **Customer Solutions Architect**

Welcome to Salient Predictions!

Our team predicts the weather more accurately and further in advance than ever before possible, and we use that advantage to help enterprises and organizations navigate the increasingly volatile weather conditions driven by climate change.

Weather forecast accuracy has historically been a coin flip beyond fourteen days into the future. Beyond fourteen days is where Salient shines. Using machine learning and ocean, earth, and atmospheric data, Salient has created the world's most accurate weather forecasts from two to fifty-two weeks out. Our core predictions and industry insights consistently outperform national labs (NOAA, ECMWF) and all private forecasts. This capability is rapidly opening up new market opportunities for Salient.

Enterprise customers are using Salient's forecasts to enhance supply chain and logistics, optimize agricultural inputs, forecast harvests and yields, predict renewable energy supply and demand, and time power purchases. Customers are continually uncovering new uses for our product.

The Salient team is a collection of world experts in their domains of physical oceanography, climatology, machine learning, and business growth. Salient's core technology originates from decades of research at Woods Hole Oceanographic Institute and MIT.

Our culture is grounded in the sciences - a spirit of curiosity, peer review, intellectual honesty, candor, and respect. We are very good at what we do, but also understand that maintaining humility in the face of grand challenges is crucial for continued success.

Salient Predictions is a Seed stage, venture-backed startup.

### **About the Role**

Salient has a rapidly growing set of customers who are working closely with us to expand Salient's core geospatial data product in more depth (e.g., new forecast parameters) and breadth (e.g., new industry-specific analytics).

The Customer Solutions Architect role brings new customer solutions to market while coordinating internal technical and business resources. It requires geospatial technical depth and outstanding communication abilities.

This early-stage role is a unique opportunity to create an enormous impact on Salient's trajectory.

Location: ideally Boston area; remote OK

## Impacts you will own

- Synthesize customer business objectives and scope new geospatial data solutions
- Deliver solutions to customers in a high-touch, consultative manner to ensure they achieve their goals
- Communicate and translate customer requirements and feedback to product, technical, and business development teams
- Create and deliver compelling sales materials (e.g., video demos) in prospect meetings and provide technical contributions to proposals
- Engage in rapid prototyping of new solutions with customers
- Help grow relationships across customer stakeholders

## What you bring

- 3-5+ years of relevant client-facing work experience resulting in strong business acumen
- Exceptional customer communication, negotiation, and presentation skills. Likewise, exceptional team collaboration, leadership, and influencing skills.
- Advanced degree in GIS or related technical field
- Experience or familiarity with programming languages and data science workflows such as Python, SQL, R, or similar
- Experience or familiarity with geospatial tools and software such as ESRI, QGIS, Tableau, CARTO, or similar
- Ability to see the big picture by synthesizing business issues, processes, and customer outcomes
- Organized, logical approach to solving complex problems - going beyond the obvious and understanding root causes
- Ability to establish credibility and relationships across all levels of an organization
- Excellent spoken and written English
- US Citizenship required

## Who you are

- Curious. You hunger for new ideas and creative challenges, constantly learning and seeking to understand.
- Humble. You maintain a beginner's mindset because ego is a barrier to continual learning; you understand the magnitude of Salient's challenge, and appreciate what it will take to continue to be the best in the world at what we do.
- Collaborative. You want to win with and for the people that surround you; great teams are more than the sum of their parts.
- Outcome-oriented. Results matter for Salient's customers and for the planet; you do not compromise on performance.
- Candid. You value intellectual honesty and respectful forthrightness.
- Self-motivated. You are a doer who takes pride in getting things done correctly.

### **Benefits while working at Salient**

- Competitive total compensation (salary + equity)
- Health insurance
- 401K contributions
- Work from home technology stipend
- Paid holidays and paid time-off

### **Interested? ...**

Email resume and cover letter to [careers@salientpredictions.com](mailto:careers@salientpredictions.com)