

## Solutions Consultant (San Francisco, California - Sales)

Ivo's Solutions Consultants partner closely with Account Executives to drive adoption of our AI Contract Repository and AI Contract Review products.

### **\*\*Role overview\*\***

- \* Lead technical evaluations, security questionnaires and RFPs with precision.
- \* Build and deliver custom demos and tailored trial environments mapped to customer systems and workflows.
- \* Conduct deep technical discovery and solutioning with enterprise and mid-market customers across legal, IT, procurement and operations.
- \* Partner with engineering and product teams to shape solutions, answer complex questions and provide structured product feedback.
- \* Support early implementations and create reusable assets such as demo flows, solution outlines, configuration templates and enablement materials.

### **\*\*Who you are\*\***

- \* 4-8+ years experience in Solutions Consulting, Sales Engineering or Implementation for complex SaaS products.
- \* Strong technical fluency (APIs, data models, integrations, architecture and security fundamentals) and passion for AI.
- \* Experience supporting enterprise customers and navigating multi-persona evaluations.
- \* Exceptional communicator who simplifies complex concepts and leads technical conversations.
- \* Hands-on problem solver who enjoys discovery, synthesis and solution design.
- \* Comfortable working across engineering, product, sales and customer success; excited to unlock value from contract data.

### **\*\*Growth & opportunity\*\***

- \* Opportunities to represent Ivo at industry conferences and customer forums.
- \* Potential to move into sales enablement leadership, collaborate on product marketing or become an internal expert driving product direction and go-to-market strategy.

### **\*\*Benefits\*\***

- \* Competitive compensation with equity; relocation/visa support; comprehensive medical benefits; unlimited PTO; on-site extras.
- \* In-person role in San Francisco.