

Sr. Director (Head of) AI Solutions Architecture

Description

OfferFit was founded by ex-McKinsey and BCG math PhDs, and we're funded by leading Silicon Valley VCs. [OfferFit](#) replaces A/B testing with AI testing, powered by reinforcement learning AI. This allows lifecycle marketers to test & improve the performance of their campaigns much faster than before. Customers include leading brands like Brinks Home, Yelp, Engie, and MetLife, among many others.

Note for Applicants:

[Data shows that men on average apply for a role if they meet 6/10 requirements while women often only do so if it's 10/10.](#) We work hard to be clear and specific about what our roles require, and we encourage you to apply even if you don't check all the boxes! Applying gives you the opportunity to be considered and we look forward to reviewing your application!

Position Overview:

The Head of AI Solutions Architecture is a critical role for OfferFit. In this role, you will be working closely with our Sales team to educate our prospects on the power of reinforcement learning. You will have the opportunity to build a team and drive our go-to-market process, making a huge impact on the company. You and your team will work with our enterprise customers (pre-sales) to educate them on our product. You and your team will play a key role in sales pursuits by setting up and running proofs-of-concept, and leading discussions of a highly technical nature (e.g., deep dives into product functionality) fielded by technical stakeholders. You will also be able to explain the value proposition of our machine learning to less technical stakeholders, and excite them regarding the impact that it could have on their business.

In particular, you will:

- Build out a high-performing team of Solutions Architects, recruiting, developing, and retaining top talent
- Be the face of OfferFit for our top prospects, leading discussions on our cutting-edge data science and answering technical questions
- Help execute our proof of concepts, facilitating integration, delivering results & insights, and building out the materials to make the process more seamless in the future
- Develop the right processes and collateral for AI Solutions Architecture to continue to propel OfferFit's growth trajectory
- Represent the AI Solutions Architecture team cross-functionally to peer leaders to continuously improve OfferFit's products and externally facing materials
- Serve as a thought leader, evangelizing the benefits of AI testing & reinforcement learning
- Maintain deep understanding of competitive and complementary technologies and vendors and how to position OfferFit in relation to them

Who's a fit:

- People person: You are experienced working directly with enterprise

Hiring organization

Candidate-1st

Employment Type

Full-time

Beginning of employment

asap

Job Location

United States (Remote), Canada (Remote), LATAM (Remote), Europe (Remote)

Working Hours

40

Base Salary

euro USD 95K - 428K

Date posted

June 5, 2024

customers and develop strong relationships

- An engaging presenter: You are an enthusiastic and engaging presenter.
- A strong leader: You have a history of developing high-performing teams; recruiting, upskilling & retaining top talent
- An expert in machine learning: You have a solid grasp of machine learning, including a familiarity with reinforcement learning
- Mar-tech savvy: You understand the marketing technology ecosystem and can develop a perspective on the most effective ways to structure a customer's solution, including integration specifics
- A gifted communicator: You are able to distill technically complex topics in simple, compelling ways (e.g., reinforcement learning)
- A strong collaborator: You can persuade and influence others
- Analytically-driven: You are able to draw insights from raw data and perform analysis that is helpful and clear to customers
- Structured and organized: You can structure a plan, align stakeholders, and see it through to execution
- A problem solver: you are able to break a complex problem into components and collaborate with the right people to efficiently get to a solution

Why is it great:

1. Help drive the next phase of growth for an amazing early stage company.
2. Represent the company in exciting conversations, working alongside our customers to help them succeed.
3. Lead the AI transformation happening in marketing technology today — OfferFit is at the forefront, so you'll be in the middle of the action.
4. Help define the vision, shape culture, and hire more awesome people across your team.
5. Join OfferFit's fast-paced, supportive, and professional team. We make sure all of our team members are empowered and receive great mentorship and coaching.

The base [salary](#) range for this position in the United States is \$201,000-\$296,000 per year, plus eligibility for additional commission/bonus ranging \$95,000-\$132,000, with an overall OTE of \$396,000-\$428,000; Eligibility for an additional end of year performance bonus, commissions (when applicable) and/or equity options may be provided as part of the compensation package, in addition to a full range of medical, financial, and/or other benefits, depending on the position offered. For non-US based candidates, base pay and overall compensation packages will be adjusted based on location. Applicants should apply via OfferFit's internal or external careers site.

Company Benefits and Perks

- Generous PTO (starting at 25 days PTO per year) and Parental Leave policy (12 weeks paid)
- 100% remote work environment with flexible hours
- Quarterly gatherings where we meet in person in a different city to work together, bond as a team and celebrate our progress
- Weekly team events (lunch and learns, trivia, virtual escape rooms, town hall and team health "barometer" meetings)
- Ability to learn and develop from an experienced leadership team (ex-Amazon, McKinsey, BCG, and IBM, among others) who are focused on building a talented, diverse, and inclusive team
- Dedication to building a strong culture (e.g., team resource groups, weekly recognitions, major life event celebrations, mental health/sustainability days off, etc.)

- [US Only] Competitive Employee benefits (major medical, vision, dental, LTD and parental leave) and 401K matching program

OfferFit is committed to a diverse and inclusive workplace. OfferFit is an equal opportunity employer and does not discriminate on the basis of race, national origin, gender, gender identity, sexual orientation, protected veteran status, disability, age, or other legally protected status.

How the process will look like

Your teammates will gather all requirements within our organization. Then, once priority has been discussed, you will decide as a team on the best solutions and architecture to meet these needs. In continuous increments and continuous communication between the team and stakeholders, you're part of making data play an even more important (and understood) part withing Brand New Day.

Job Benefits

USD 95K – 428K