Job Title: Solutions Engineer

Location: Remote, U.S.

Company: Sports Innovation Lab

About Us: Sports Innovation Lab is one of the leading data and analytics companies in sports, media, and entertainment. We aggregate, analyze, enrich, and model consumer behavior from transactional data sets. We use our insights, analytics, and data to enable brands, properties, and retailers to improve targeted advertising, build more effective sponsorships, and enhance the consumer and fan experience.

Job Summary: We are seeking a Solutions Engineer with a passion for data and a strong understanding of the sports, media, and entertainment sectors. In this role, you will act as a bridge between our clients and our technical team, ensuring that our data-driven solutions meet the unique needs of our customers. You will collaborate with cross-functional teams to deliver compelling presentations, create tailored solutions, and provide expert support throughout the implementation process.

Key Responsibilities:

- Collaborate with sales and product teams to understand client needs and develop customized data solutions.
- Conduct product demonstrations and technical presentations to prospective clients, highlighting the value of our consumer data insights.
- Gather and analyze client requirements, translating them into actionable technical specifications for the development team.
- Assist clients in integrating our solutions into their existing systems, providing technical support and guidance.
- Develop and maintain strong relationships with clients, acting as their primary technical contact.
- Stay updated on industry trends, competitor offerings, and emerging technologies to enhance our solutions.
- Create and deliver training sessions and workshops for clients on using our data products effectively.

- Troubleshoot and resolve any technical issues that arise during the implementation and usage of our solutions.

Qualifications and skills:

- Education: Bachelor's degree in Computer Science, Engineering, Data Science, or a related field.
- Experience: Ideally, the applicant should have 3-5 years of work experience in media, with specific focus on digital analytics, Ad Tech, Ad Operations, Marketing Science, or Media Analytics.
- Ad Operations Skills: Experience with understanding and communicating data flows, privacy and regulations, cleanroom and storage and data integration. Experience with pixels, log files, or other exposure data assets related to digital advertising measurement. Experience communicating with DSPs/Ad Servers/Publishers in the digital marketing space as it relates to implementing pixels or receiving ad exposure log files. A plus knowing Snowflake, DataBricks, LiverRamp, TradeDesk, integrations.
- Analytics Skills: Strong understanding of data analytics and its application in consumer engagement. The candidate must also have experience providing analytical solutions and business insights to create value for clients or executive level management.
    - Proficiency in data visualization tools (e.g.: Tableau, Power BI) and cloud data environments (e.g.: Snowflake, AWS, and DataBricks). Consistently analyzes and interprets data trends and patterns, and translates these into coherent insights, actions and recommendations creating client value.
- Communication Skills: Demonstrate the ability to convey complex technical concepts to non-technical stakeholders. Comfortable dealing with ambiguity of solutions and outcomes.
- Problem-solving skills: Takes a proactive approach to addressing client challenges. Commands ownership of projects and holds self accountable to meet agreed upon timeline and quality standards. Must be able to effectively manage time and maintain focus in a highly charged environment, managing competing priorities against tight deadlines
- Cross-Functional Influence: Demonstrates effective team behaviors including informing others of relevant information, supporting team decisions, encouraging others to share ideas, effectively resolving conflicts, and establishing common client focused goals. Familiarity with the CPG, Sports and Entertainment industries. Familiarity with research studies (test/control, AB testing, mix modeling)

What We Offer:

- Competitive salary and performance-based bonuses.
- Comprehensive benefits package, including health, dental, and retirement plans.
- A dynamic and inclusive work environment that fosters innovation.
- Opportunities for professional growth and development.

How to Apply: If you are passionate about using data to drive engagement in the sports, media, and entertainment industries, we want to hear from you! Please submit your resume and a cover letter detailing your relevant experience to careers@sportsilab.com.

Sports Innovation Lab is an equal-opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.