

Summary:

6 River Systems is searching for a solutions designer who has experience designing solutions for a fast growing, early stage technology company. You will report directly to the CEO and work alongside a team with a proven track record in this space. You must be able to contribute to the company's unique culture, provide insight in all product and customer discussions, while designing innovative automation solutions to solve today's leading e-commerce fulfillment challenges.

We are a fast growing, early stage technology company. Our fulfillment automation solution has been deployed at multiple sites with active commercial customers. Our pipeline is filled with qualified Global 100 companies as we prepare for full commercial launch in 2017.

Position Overview:

This is a unique opportunity for the right designer. Our fulfillment automation solution has been deployed at multiple sites with active commercial customers. Numerous Global 100 companies make up our qualified pipeline for 2017 as we prepare for full commercial launch including ProMat 2017. We use mobile robotics in a way no one else is or has done and are disrupting a multi-billion dollar industry with our fast and flexible approach. By combining innovative hardware and cutting edge software, we are delivering automation solutions that are improving operator productivity 2-3x and 1/3 the cost of our competitors.

Culture:

This is a culture that is all about trust, smarts, and collaboration. We are very non-corporate: jeans, dogs in the office, policy light, and no departmental politics. The team will argue openly over a critical decision and then play some ping pong to shoot the breeze. You will be asked to do a variety of different tasks, so get ready to learn.

Key Activities:

- Work with customers to design fulfillment automation solutions with leading ROIs across fast growing industries
- Lead the discovery of client requirements through site visits, interviews and data analysis
- Build new tools and processes to accelerate the design effort
- Team with sales executives to produce clear and concise materials for executive-level audience
- Partner with engineering and product management to identify new product requirements and enhancements
- Assist in all facets of Customer Lifecycle - sales, solutions, services, support, and account management
- Inform the pricing strategy
- Identify and recruit members of the Go-to-Market team including Sales, Solutions, Services, and Support

Position Requirements:

- Recent and significant (5+ years) experience designing solutions or working with warehouse and supply chain technologies such as cart picking, conveyors, pick-to-light, unit sorter, or shuttle systems. Deal sizes are between \$250K - \$2M involving hardware, software, and professional services. You'll be competing with, and beating, established players in the space. Experience in Warehouse Management Software (WMS), Order Management Software (OMS), or other supply chain software solutions a plus.
- Ask the customer all the right questions, listening to what the customer needs and then partner with the sales executive to put together a full solution offering to meet their needs.
- Collaborates well with product management, engineering, marketing, etc. The company has a star-filled development team and need someone who is good at interpreting customer requirements.
- The company has demand from dozens of many significant, well-known companies. Need someone who will work with the leadership and sales team to qualify opportunities and put together compelling proposals.

- Wear multiple hats. Initially, this will be an individual contributor position, and we are looking for someone to be very hands-on, roll up their sleeves (literally) and do whatever it takes to build revenues and product.
- A four year college degree in Engineering or Operations, Masters degree preferred

Compensation:

The total compensation will be made up of industry-standard salary, bonus, and a significant equity position. A variable component based on sales and marketing metrics will be added, and is based on experience. We offer excellent benefits, work culture, and limitless career growth opportunities.

Location:

Position will be based at our headquarters in Waltham, Mass.

Travel:

Job will require 40-60% travel. Frequent visits to prospect sites and existing customer sites throughout the region.