



Technical Marketing Manager

We are seeking a unique individual with a combination of deep hands-on technical expertise, problem-solving skills, and exceptional written communication abilities. This is a rare opportunity for someone passionate about technology, customer solutions, and technical content creation.

The Technical Marketing Manager will work closely with Product Management and cross-functional teams to design and document “solution recipes” that address customer needs and market demands. Leveraging Scale Computing products and 3rd-party technologies, you will create pre-sales and post-sales materials, including reference architectures, system sizing guides, step-by-step application notes, and ongoing management documentation. We believe in best-ever experiences from the inside out, so we’re looking for an approachable, friendly candidate who will love their co-workers as much as we love them.

Great candidates will look like this:

- A creative problem-solver who thrives in technical environments and enjoys designing solutions for complex customer challenges
- A team player who can work well within the team and collaborate cross-functionally, especially in a remote environment
- An excellent communicator who is efficient and effective with customers and capable of simplifying technical concepts for diverse audiences through clear writing and engaging presentations.
- A deep passion for technology, with a natural curiosity to learn and explore new tools, technologies, and methodologies.
- A self-starter, motivated to drive initiatives independently and deliver results with minimal supervision.

Responsibilities

- Solution Development and Documentation:
 - Develop comprehensive technical solutions addressing customer needs.
 - Create pre-sales materials like reference architectures, including system sizing, configuration, and licensing.
 - Develop post-sales resources, including detailed “how-to” application notes.
- Solutions Lab Management:
 - Maintain a “real-world” solutions lab for solution demonstrations, proof-of-concepts, and quality assurance validation.
- Partner Certifications and Validations:
 - Coordinate and maintain technical certifications/validations with partners.
- Competitive Analysis and Engagement:
 - Conduct hands-on competitive solution analysis and comparisons.

- Monitor and represent Scale Computing in online technical communities and forums as needed.
- Cross-Functional Collaboration:
 - Collaborate with engineering, marketing, and sales teams to ensure technical materials meet market and customer needs.

Requirements

- 5–10 years of hands-on IT experience, particularly in Virtualization and Systems Management.
- Strong communication skills (examples of written work will be requested).
- Self-motivated, independent thinker with a passion for product evangelism.
- Experience with Windows Server and Microsoft Server Applications administration.
- Demonstrated ability to research and learn new technologies.

Other useful skills/experience

- Industry certifications (e.g., VMware, Microsoft, or related field certifications)).
- Bachelor's degree in Computer Science or related field.
- Familiarity with testing and benchmarking tools (e.g., LoginVSI, Exchange JetStress/Loadgen, Database Benchmarks).
- Customer-facing experience in pre-sales or post-sales technical roles, or as an IT system administrator.

Compensation & Benefits

- Competitive, based on experience
- Stock options
- Competitive Health Plan including Medical (HDHP & PPO options), Dental, Vision, STD, LTD, & Life Insurance options
- PTO & paid Company holidays
- 401k Plan with match

This full-time, permanent position may be remote or based out of our downtown Indianapolis HQ where the Lab resources are also located.

If you've reached this point in the job description and feel unsure if you should apply...just do it! We know there are no perfect applicants. You may not have 100% of all those bullets listed above - and that's okay. If you feel like you're not going to fit in with our teams - you'll be surprised. We're one Scale Computing, which means however you identify and whatever background you bring with you, we encourage you to apply if it's a role you can be passionate about doing every day. Please send your resume, with the job title in the subject line, to careers@scalecomputing.com.

Scale Computing, Inc. is an Equal Opportunity Employer. Individuals seeking employment at Scale Computing, Inc. are considered regardless of race, color, religion, national origin, age, sex, marital status, ancestry, physical or mental disability, veteran status, gender identity, or sexual orientation.

About Scale Computing

Scale Computing is a global business with offices worldwide, thousands of customers, and countless applications running on our industry-leading platform. We enjoy this success because we have made a conscious effort to build this amazing company person by person—could you be the next to join us as the newest Scaler?

Scale Computing was founded on the belief that transparency and collaboration create a culture of ownership, success, and empowerment; more empowered employees are more productive employees. At Scale, we build empowerment through diversity and our core values of Integrity, Innovation, Collaboration, Success, and Fun.

We are an “all killer, no filler” organization and believe everyone has an important role. We look for highly motivated, smart, and fun people to fill those roles. If working with other amazing people to help us build a wildly successful company sounds fun, we’d love to hear from you.