

# Associate Solution Consultant (DACH Market) – Orbit Graduate Program

Location: Madrid, with the view to relocate to Munich

We're Celonis, the global leading Process Mining software company and one of the world's fastest-growing SaaS firms. We believe that every company can unlock its full execution capacity - and for that, we need you to join us as an **Associate Solution Engineer**.

## The Team:

Our Solution Engineers (SE) are the trusted advisor for customers and work on the intersection of technology and business. Solution Engineers partner with sales and customers to create compelling solutions to critical business problems. A great SE understands the customer, the technology, and the sales cycle making it what may be the most interesting, challenging, and fulfilling role in enterprise technology sales. You will be joining the Global SE Center of Excellence which is an international, diverse, and dynamic organization at the core of the Celonis Solution Engineering team.

## The Role:

Talented individuals launch their careers in the enterprise software world by joining the **Orbit Graduate Program** as an Associate Solution Engineer. Your role will be aligned to the DACH market. The 12-month program is a unique experience to fast start your Solution Engineering career that highlights hands-on learning, mentorship, and a team culture where we rely on each other to learn, grow and achieve. The program is designed to develop essential SE skills & competencies and establish strong lasting relationships allowing you to grow your career at Celonis.

## The work you'll do:

- Work as part of the DACH Solution Engineering team on customer engagements
- Collaborate with customers to uncover their core business challenges and determine how Celonis EMS can help them achieve their business objectives
- Execute proof projects showcasing the value of Celonis EMS in the context of our customers' strategy, business initiatives, and challenges
- Collaborate with customers and partners to design and build solutions in the Celonis EMS that drive value realisation and ensure a positive return on investment
- Frame the strategic and quantitative business value Celonis will bring to our customers' organization and deliver presentations to senior executives that outline the opportunity, product solution, and business case to drive investment decisions

## The qualifications you need:

- Have a passion for technology & big data and the impact it can have on the world
- Have a hunger to learn new technologies; knowledge or hands-on experience in SQL, Python is a plus
- Are focused on creating and adding value for customers
- Are able to build relationships with senior management and influence decision-makers
- Are confident to present to C-level executives and larger audiences
- Are an effective communicator and fluent in English and German

## What Celonis can offer you:

- The unique opportunity to work within a new category of technology, Execution Management
- Valuable work experience and investment in personal growth (ownership of projects, exposure to senior management, mentorship and buddy programs, guided learning paths, internal mobility opportunities)
- Work from home support (mindfulness tools such as Headspace, flexible working hours, virtual events and workshops)
- A global and growing team of Celonauts from diverse backgrounds to learn from and work with
- An open-minded culture with innovative, autonomous teams
- Employee resource communities to help you feel connected, valued and seen (Women@Celonis, Students@Celonis, Parents@Celonis, Pride@Celonis, and more)
- A clear set of [company values](#) that guide everything we do: Live for Customer Value, The Best Team Wins, We Own It, and Earth Is Our Future).

## About Us

Celonis believes that every company can unlock its full execution capacity. Powered by its market-leading process mining core, the Celonis Execution Management System provides a set of applications, and developer studio and platform capabilities for business executives and users to eliminate billions in corporate inefficiencies. Celonis has thousands of global customers and is headquartered in Munich, Germany and New York City, USA with 15 offices worldwide.

Celonis is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees. [Different makes us better.](#)