

05 / OPEN ROLE

FULL-TIME • CHICAGO OR DENVER

SOLUTIONS ENGINEER, CENTRAL US

05

TEAM

Solutions Engineering

LOCATION

Chicago or Denver ·
Central US

TYPE

Full-time

REPORTS TO

Head of Solutions
Engineering

ABOUT STRAIKER

Straiker secures the AI agents enterprises build, buy, and deploy: internal agents, customer-facing agents, and third-party agents used across the business. We help security teams discover those agents, continuously test them against real-world attacks, stop malicious or unauthorized behavior at runtime, and contain agents that are compromised or misbehaving.

ABOUT THE ROLE

You will help enterprise customers across the Central US make confident decisions about AI security. Partnering with Account Executives, you lead the technical side of the sale, work out what actually matters to each customer, and prove how Straiker helps them adopt AI safely. You will move between architecture discussions, live demonstrations, and customer evaluations, connecting technical evidence to a clear business case.

WHAT YOU'LL DO

- Own the technical sale. Partner with Account Executives on account strategy and qualification. Understand the customer's AI initiatives, security priorities, stakeholders, and path to a decision.
- Lead discovery and architecture. Work with security, AI engineering, and platform teams, and translate their requirements into a focused evaluation and a practical solution.
- Make it real. Deliver tailored demonstrations and workshops that land with both practitioners and executives.
- Run proofs of value. Design and lead evaluations with agreed success criteria, customer commitments, and a decision timeline, testing real threats alongside legitimate workflows.
- Build what you need. Write the scripts, integrations, and AI-assisted workflows that demonstrate value. Investigate surprises and communicate capabilities and limits clearly.
- Hand off cleanly. Work with the Technical Success Lead and FDEs before close to shape a credible deployment plan and carry goals, architecture, and dependencies into delivery.

WHAT WE'RE LOOKING FOR

- Experience in enterprise solutions engineering, sales engineering, or solutions architecture, with a record of guiding customers through evaluations and purchase decisions.
- A strong foundation in application, API, cloud, or infrastructure security, and curiosity about how AI agents change the threat landscape.
- Practical experience building or evaluating LLM applications or agents. You understand how models, data, tool calls, and MCP connections affect behavior and risk.
- Ability to write and debug Python or shell, work with APIs, and navigate at least one major cloud platform. You review and test work produced with AI assistance.
- Clear communication and commercial judgment. You build trust with security leaders, engineers, and sales colleagues.
- Based in Chicago or Denver, able to travel across the Central US.

NICE TO HAVE

- Background in AI security, application security, cloud security, offensive security, or developer infrastructure.
- Experience with coding agents, AI gateways, or enterprise agent platforms, and familiarity with OWASP agentic guidance, MITRE ATLAS, or NIST AI RMF.
- Technical workshops, reusable demonstrations, open-source work, or partner enablement that helped others succeed.

HOW WE WORK WITH AI

We build with AI in our own work. You will use coding agents and automated workflows to solve customer problems, investigate results, and make the team more effective. We value the judgment to verify what AI produces and the initiative to turn a useful solution into something colleagues can reuse.

HOW WE MEASURE SUCCESS

Evaluations convert

Qualified evaluations lead to clear technical decisions and new customers.

Customers see the path

They understand the value Straiker delivers and have a credible plan to get it into production.

The field gets stronger

Reusable assets and actionable product feedback make the wider team more effective.

APPLY

recruiting@straiker.ai · Subject: Solutions Engineer, Central US · CV plus an evaluation you led.



BENEFITS & COMPENSATION

Health & family

Medical, dental, and vision for you and your dependents, plus 401(k).

Time & ownership

Meaningful early equity with a 10-year exercise window.
Unlimited PTO with a 15-day floor we enforce.

Compensation

Base salary, variable compensation tied to new business results, and equity.

Straiker Inc. is an equal opportunity employer. We consider all qualified applicants without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, age, disability, veteran status, or any other characteristic protected by law. We provide reasonable accommodation to applicants with disabilities at any stage of the hiring process. Contact recruiting@straiker.ai to request accommodation. Straiker participates in E-Verify where required.