Pre-Sales AI Solution Designer

Salary range of £60,000 - £80,000 + EMI

About Tomoro

Tomoro enables organisations to realise competitive advantage with the power of Generative AI. We work with large corporate clients to create meaningful AI strategies, build production-ready AI solutions and effectively integrate those solutions in their businesses.

Our alliance with OpenAI and NVIDIA (among others) enables us to lead the industry in building valuable, scalable, enterprise-ready solutions for businesses.

We're driven by applied R&D, prototyping and AI innovation. Our client teams are focused on tackling the most challenging aspects of applied AI in the enterprise sector directly with clients.

About the role

Pre-Sales AI Solution Designers collaborate with Tomoro and client teams to define, scope, and propose AI-driven solutions that align with business needs.

Working closely with sales, delivery, and engineering, they translate client challenges into feasible AI applications, such as Large Language Model-based systems, ensuring both technical viability and commercial impact.

The role involves designing solution architectures, presenting AI capabilities to stakeholders, and supporting the sales process with technical expertise. Pre-Sales AI Solution Designers play a key role in demonstrating AI's value, ensuring proposals are realistic, scalable, and strategically aligned.

In partnership with:

OpenAI   NVIDIA

tomoro.ai

Pre-Sales AI Solution Designer

Responsibilities

The examples describe the types of responsibilities Pre-Sales Solution Designers at Tomoro will have.

We do not expect every successful candidate to have experience in all of these areas. We encourage you to apply if the role excites you and you believe you can demonstrate a combination of the following capabilities.

Client Engagement
Work alongside the sales team to understand client requirements, challenges, and objectives, translating these into effective AI solutions.

Solution Design
Develop customised AI solutions that address specific client needs, leveraging Tomoro's capabilities in AI strategy and application development.

Technical Expertise
Provide in-depth technical guidance on AI technologies, ensuring proposed solutions are both innovative and practical.

Presentations and Demonstrations
Deliver compelling presentations and demonstrations of AI solutions to clients, showcasing their potential impact and value.

Proposal Development
Assist in crafting detailed proposals and responses to RFPs, articulating the technical and business merits of proposed AI solutions.

Ethical Consideration and Compliance
Upholding and actively contributing to ethical standards in AI development, including considerations for data privacy, bias minimization, and regulatory compliance. Helping to expand our knowledge on this subject and driving ethical ways to implement AI.

Senior Client Relationships
Building robust, trusted relationships with senior business and technical clients. We aren't a company of body-shop engineers – we constructively challenge our clients to help them become AI leaders in their field.

Delivery Stewardship across a Portfolio of Projects
You may work across multiple accounts or projects simultaneously, amplifying your impact through effective team leadership. Your ability to juggle various responsibilities will be key to the success of our projects.

Our mission is to make the 3-day working week a reality!

Everyone in Tomoro shares the passion for AI technology and its power for good and we are looking for people who believe in that mission to join us on our journey.

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Indicators you'll be a good fit

3 years + experience in pre-sales within a AI or tech company:

Proven experience in a pre-sales, solutions design, and/or technical consulting role, preferably within the AI sector

Technical Proficiency:
Strong understanding of AI technologies, particularly those leveraged at Tomoro.ai, including Large Language Models (LLMs), machine learning pipelines, vector databases, and AI-driven automation frameworks.

Communication Skills:
Excellent verbal and written communication abilities, with the capacity to convey complex technical concepts to non-technical stakeholders.

Problem-Solving:
Demonstrated ability to analyze client challenges and design innovative AI solutions to address them.

Strategic thinker and team leader:
You get as much joy from managing and leading teams as you do from developing solutions. You can demonstrate successful experience in both hands-on engineering and owning outcomes from inception to completion.

Standard setter:
You set high standards of technical excellence for yourself and your teams, providing guidance, identifying areas for improvement, and constantly striving towards better coding practices.

AI translator:
You are comfortable explaining concepts and approaches to senior business leaders and both technical and non-technical audiences.

Innovator and thought leader:
You proactively stay up to date with the latest developments in AI technology, connecting the dots and devising ways to apply new tools and techniques to real world problems faced by Tomoro and our clients. You contribute to the organisation's knowledge base and assets and are developing a reputation in the market for your insights and expertise.

Package
Salary range of £60,000 - £80,000 + EMIs*

- Opportunity to join our *Enterprise Management Incentive Scheme, providing you with share options to benefit from the success of the business as we grow
- Holiday entitlement of 25 days + bank holidays
- Aviva Private medical insurance
- Medicash wellness cash plan to help cover the cost of everyday healthcare needs
- Life Policy
- Employee Assistance Programme with access to 24/7 helpline for in-the-moment support from qualified BACP counsellors
- Company pension
- Access to exclusive discount & savings platforms

Location
Hybrid working policy. Depending on the client and project requirements, you should remain flexible and willing to travel to client offices up to three days a week.

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Tomoro DNA

In Tomoro we value diverse perspectives and experiences, and we understand that some strong candidates will not fulfil every qualification listed above.

Studies have demonstrated that individuals from underrepresented groups often experience feelings of imposter syndrome, leading them to underestimate their suitability for certain positions. We strongly encourage you to apply if this role excites you, even if you do not meet every single criterion. Your unique skills and experiences might be exactly what we need.

Tomoro is committed to promoting equal opportunities in employment. You and any job applicants will receive equal treatment regardless of any legally protected characteristics.

We are committed to providing reasonable accommodations to applicants with disabilities, please make us aware of your needs upon application.

Our core principles

We're AI native - AI is our second nature
We're human-centred - prioritise people in progress
We try things out - we experiment and learn from experience
We're a collective - we work together to make tomorrow better than today
We show up differently – making each engagement and interaction with Tomoro feel distinctive
We build for business – we aim to be a workplace where AI meets industry IQ

Generative AI at enterprise scale

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