

# Senior Pre-Sales & Technical Onboarding Engineer

Full-Time | Fully Remote | B2B Division

## About Think Huge

Think Huge is a global fintech and technology group operating across online trading, broker infrastructure, VPS hosting, cloud services, and digital technology products.

Through our flagship brand, ForexVPS, we power infrastructure for some of the world's largest brokers, prop firms, fintech businesses, and algorithmic trading companies. We also support hundreds of smaller trading businesses and technology partners who rely on our infrastructure every day.

Our business sits at the intersection of financial technology and high-performance hosting. We work with clients across the globe who require reliability, performance, technical expertise, and exceptional service.

We are remote-first, commercially focused, and highly collaborative. Our teams work across product, infrastructure, sales, partnerships, marketing, and customer success — not in silos. We believe in building a real company culture, with international expos, industry events, team meet-ups, and regular cross-functional collaboration.

As our B2B division continues to grow, we are looking for a Senior Pre-Sales & Technical Onboarding Engineer to join us.

This is not simply a technical support role.

This is a highly visible position that sits between technology, sales, customer success, and leadership. You will play a critical role in helping some of the biggest names in the trading industry successfully deploy and scale infrastructure with us.

You will help shape the future of our B2B business.

---

## Role Overview

We are looking for someone who combines strong technical expertise with excellent communication and commercial awareness.

You will work alongside our sales and partnerships teams to engage prospective clients, understand technical requirements, design infrastructure solutions, support onboarding projects, and help manage key customer relationships.

You should be comfortable discussing Kubernetes architectures one moment and joining a commercial meeting with a broker or fintech executive the next.

Success in this role requires someone who enjoys solving problems, building relationships, managing projects, and acting as a trusted technical advisor throughout the customer lifecycle.

We are looking for someone with a strong background in hosting, cloud infrastructure, VPS environments, Kubernetes, Linux systems, and enterprise deployments.

Industry experience within fintech, brokerage, trading technology, hosting, cloud infrastructure, or related sectors is highly desirable.

---

## Key Responsibilities

- Support the sales team during technical discovery, solution design, and pre-sales discussions.
  - Engage directly with prospective clients to understand infrastructure, hosting, security, scalability, and operational requirements.
  - Design and recommend suitable solutions across VPS, dedicated infrastructure, cloud environments, Kubernetes deployments, and managed hosting services.
  - Lead technical onboarding projects from initial sale through successful deployment and launch.
  - Act as a technical point of contact during implementation and onboarding phases.
  - Coordinate internally with infrastructure, product, support, development, and leadership teams to ensure successful delivery.
  - Build trusted relationships with key clients and strategic partners.
  - Assist with technical documentation, onboarding processes, solution diagrams, and deployment planning.
  - Support account growth by identifying opportunities to improve client infrastructure and service adoption.
  - Represent Think Huge and ForexVPS with the team at industry conferences, broker expos, fintech events, and partner meetings.
  - Help improve internal onboarding processes, documentation, customer experience, and operational efficiency.
  - Provide strategic input into the future direction of our B2B products and services.
-

## Must-Have Experience

- Minimum 5 years of experience in a technical infrastructure, hosting, cloud, DevOps, solutions engineering, sales engineering, or technical onboarding role.
  - Experience working with VPS environments, dedicated servers, hosting platforms, and cloud infrastructure.
  - Hands-on experience with Kubernetes (K8s) environments.
  - Understanding of networking fundamentals, DNS, load balancing, firewalls, security, and high-availability architectures.
  - Experience participating in customer-facing technical discussions.
  - Ability to explain complex technical concepts clearly to both technical and non-technical audiences.
  - Strong organisational and project management skills (this is a deal breaker)
  - Excellent written and verbal communication skills.
  - Ability to manage multiple onboarding projects simultaneously.
  - Comfortable working in a fully remote and international environment.
- 

## Highly Desirable Experience

- Experience within online trading, brokerage technology, fintech, prop trading, or algorithmic trading environments.
  - Experience working for a hosting provider, cloud provider, infrastructure business, or managed service provider.
  - Familiarity with AWS, Azure, Google Cloud, or similar cloud platforms.
  - Experience with containerised deployments and modern DevOps practices.
  - Understanding of enterprise client management and account growth.
  - Previous experience attending industry events, conferences, or customer meetings.
  - Commercial awareness and an understanding of how technical decisions impact business outcomes.
- 

## What We're Looking For

The right person will be:

- Technically strong but commercially aware.
- Organised and highly dependable.
- Comfortable speaking with CEOs, CTOs, infrastructure teams, and business stakeholders.
- Proactive rather than reactive.

- Curious and continuously learning.
- Confident managing projects and driving outcomes.
- Willing to travel internationally for events, conferences, customer meetings, and team meet-ups.
- Excited about helping build something bigger than their job description.

This role offers a genuine opportunity to influence the direction of our growing B2B division and become an important part of the company's future.

---

## What We Offer

- Fully remote working.
  - The opportunity to work with some of the biggest brokers, fintech companies, and trading businesses in the world.
  - Significant responsibility and ownership from day one.
  - Direct exposure to leadership and strategic business initiatives.
  - International travel opportunities for conferences, expos, and customer meetings.
  - A fast-moving environment where great ideas can quickly become reality.
  - A supportive and ambitious team that values expertise, initiative, and execution.
  - Competitive salary based on experience.
  - Performance-related bonuses and career growth opportunities.
- 

## How to Apply

Please send your CV together with a brief introduction outlining:

- Your relevant infrastructure and hosting experience.
- Your experience with Kubernetes, cloud platforms, VPS environments, or enterprise hosting.
- Examples of customer-facing technical work you have been involved in.
- Any experience within fintech, brokerage, trading technology, or related industries.

We are looking for someone who wants to do more than simply manage infrastructure.

We are looking for someone who wants to help build the B2B future of Think Huge.