

# Senior Applied AI Solution Engineer - Australia

Annual salary range of AU\$180,000-275,000

## 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

Applied AI solution engineers are expected to work in small teams of Tomoro and client engineers to design, build and deploy AI applications, such as agents built around Large Language Models.

As your experience and expertise in the role grows, this may extend to leading these teams, owning solutions end-to-end and advising clients in this space.

The typical applications we build use existing closed or open-source foundational models, potentially with some fine tuning. We generally do not need to train our own foundational models from scratch.

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## Senior Applied AI Solution Engineer

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.

### AI Solution Development

Building AI-powered solutions, particularly those involving large language models with our client partners. You'll be hands-on and will own design and build of such solutions.

### Client Consultation and Communication

Regularly interacting with clients to understand their business challenges, goals, and requirements, and effectively communicating how AI solutions can address their needs.

### Technical Leadership

Providing technical guidance and leadership within the team, including mentoring junior engineers and contributing to team skill development.

### Cross-Functional Collaboration

Working collaboratively with other teams within the company, including non-technical teams, to ensure an integrated approach to AI solution development and implementation.

### Continuous Learning and Adaptation

Staying updated with the latest developments in AI, machine learning, and related technologies to continually enhance the quality of solutions offered.

### 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.

### Quality Assurance and Testing

Ensuring the reliability, effectiveness, and safety of AI solutions through rigorous testing and quality assurance practices.

### 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.

### Client Training and Support

Assisting clients in understanding and effectively using AI solutions, and providing ongoing support and maintenance as needed.

**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.

**tomoro.ai**

## Indicators you'll be a good fit

### Strong hands-on experience of developing production grade solutions involving:

- Building Microservices (including scalable data pipelines using frameworks like Spark)
- Data technologies (Python, SQL)
- Large language models, fine tuning (closed & open source, OpenAI API)
- Solution design (mainly data applications using Python, SQL and other allied tech stack)
- Analytical problem solving

We are not restricted to the technologies we use to solve client challenges and are looking for people who are able to adapt to a new stack when needed.

### Comfortable being client-facing

Our business is helping other businesses transform with AI. We cannot do that by looking inwards. Our Technical team is not behind the scenes, it is very much the front of house. We are proud of our technical expertise in this space, and it is primarily what our clients are buying. We need our technical staff to also be our client ambassadors, which includes:

- **Communication & translation:** Excellent communication skills to effectively interact with clients, understand their needs and explain complex AI concepts in an accessible manner.
- **Business acumen:** Understanding of business processes and how AI solutions can be used to improve efficiency, reduce costs, or create new opportunities.

### Adaptable and self-sufficient

As a growing, fast-paced organisation, Tomoro offers significant opportunities for rapid growth for everyone in the team. In this stage of the business, we have limited capacity for handholding and need each team member to be able to operate independently and be flexible to work outside of their comfort zone.

### Passionate and positive

Tomoro exists because we believe we can drive transformative change with AI across entire industries. Everyone in the team needs to share the passion for AI technology and its power for good.

### Creative and curious

Staying at the forefront of the AI revolution requires everyone in the team to be aware of the latest developments in AI technology and innovating to find new ways to solve some of the hardest unsolved challenges in industry. Pro-active self-learning and openness to new ideas are essential.

### Ethical and responsible

Our people are our greatest defence against the risks AI solutions can pose to individuals, organisations and society. Everyone in our team needs to show awareness of ethical considerations in AI, such as data privacy, bias in AI models, and the societal impact of AI technologies.

## Package

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- Generous holiday entitlement
- Private medical insurance
- Wellness plan
- Life Policy
- Employee Assistance Programme
- Pension
- Access to global exclusive discount & savings platforms
- And more!

### 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.

## Tomoro DNA

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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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