



## **BigTec Pre-Sales Consultant**

### **Job Description**

The Pre-Sales Engineer is to provide technical direction to our business partners and internal sales team. As a subject matter specialist, you will be an integral part of our sales team towards achieving revenue goal by supporting innovative technical programs and working on day-to-day pre-sales activities, working with partners and customers.

### **Role & Responsibilities**

- Work closely with the sales team on proposals and pitches for business
- Attend meetings with business development managers and acting as a technical expert
- Put together business cases for sales teams to support their proposals
- Help sales team to sell more and increase the company revenue by utilizing your technical sales skills to convince customer to purchase our solution and services
- Query prospects to qualify sales opportunities in conjunction with sales team in order to accurately determine product suitability, size and probability of success
- Conduct presentation with customers with the goal of getting them buy our proposed services and solutions
- Help expand and maximize the sales opportunities
- POC (Proof Of Concept) to match the customer's enterprise requirements
- RFP/RFI/Proposals preparation, solution architecting and design, training, project management, guidance and planning
- Conduct in-depth needs analysis with prospect's technical staff to determine technical requirements and solutions
- Address high-volume of prospect's questions in quality driven, comprehensive manner to ensure satisfaction
- Conduct internal product training to sales and channel team
- Be the "go-to" person with regards all technical support queries and questions



### **Relevant Experience**

- Minimum 3 years of experience in the capacity as Pre-sales Engineer
- Competent product knowledge on portfolio handled & presentation skills
- Good customer relationship management skills
- Ensure end-to-end and success of POC cycle
- Analytical skills to a situation and challenge
- Collaborating skills to work with different department to ensure success of a project
- Strategic thinking and organizing skills in crafting winning sales proposals
- Team player in managing expectations of sales team and prospect