

Presales Executive

Location: Pune

The ideal candidate gets to work in a highly collaborative, fast-paced, results-driven environment. As a Presales Consultant, you have the technical knowledge to drive consultative business closures and create solutions that boost sales, revenue, and customer acquisition. You aim to create an impact with strong technical capabilities and are committed to ensuring customer delight every step of the way.

Reporting to - Sales Director

Responsibilities:

- Work closely with AMs and collaborate with the sales team to drive business goals
- Create and deliver presentations based on competition research
- Explore new markets to promote products/services
- Provide support for diverse sales activities, write proposals and value propositions, and present them to the clients
- Participate in business meetings to understand the requirements and respond to formal or informal Requests for Proposals (RFPs) and Requests for Information (RFIs) from existing and prospective clients
- Act as the main point of contact and coordinate with stakeholders to prepare SOW, MSA, NDA, and other agreements
- Support RMG and delivery function in the fulfilment process
- Maintain the records of all sales tractions using our lead management tool

Must have:

- Strong persuasive and leadership skills
- Aptitude for time management
- Problem-solving ability
- Excellent communication skills and the ability to write compelling proposals
- Experience in CX or Product UX Design will be an added advantage
- Prior experience in liaising directly with clients and working on web mobile development projects
- Knowledge about the market trends with a good understanding of the competitor landscape