

Presales Consultant | Job Location: Remote

You are:

A self-motivated professional with a MBA degree wanting to further your career in sales. You have 1-3 years of experience in liaising directly with clients and working on web mobile development projects. You are aware of the market trends and have a good understanding of competitor landscapes.

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.

You will:

- Report to Sales Director
- Work closely with Account Managers 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 Resource Management Group (RMG) and delivery function in the fulfilment process
- Maintain the records of all sales tractions using our lead management tool

You 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

You can look forward to:

- Growth opportunities to excel in a forward-thinking organization
- Competitive compensation package including insurance, gratuity, and PF
- Paid leaves along with leaves for COVID recovery
- Flexibility to work from home and strike a work-life balance
- Recognition and awards for your contributions
- Training and internal learning programs
- A fun environment where everything from birthdays to work anniversaries are celebrated

When you apply:

- We will call you to set up an interview if your application matches the profile
- The first interview would be conducted after the initial screening to understand what excites you about this job and the opportunity to work with YUJ designs
- You can expect an online assignment to help us gauge your potential
- The second interview (only if your performance is satisfactory) will involve detailed discussion about your role in the organization

Meet the tribe

We are YUJ Designs. A global UX design studio with a crazy community of doers and believers. A Red Dot winner, we have been consistently delivering world-class experiences globally. We take pride in our people and culture. We have been extremely meticulous about our choices and follow stringent recruitment practices.