

## Presales Consultant

### Description

The Presales Consultant/Senior Presales Consultant will act as the customer-facing bridge between Sales and Product/Engineering with a focus on being a trusted advisor for potential prospects and partners. He/she will be a product expert and would handle major customer-facing responsibilities including RFX responses, Building custom collaterals, and Demonstration of the Platform. The Presales Consultant/Senior Presales Consultant would also contribute toward the Product Marketing facet by crafting the right product messaging, translating technical details into user benefits, Sales enablement, and more.

### Responsibilities

- Becoming an expert on the CloudSEK product ecosystem and understanding the value it provides to our prospects and clients. This includes a technical understanding of the platform and a qualitative understanding of the Digital Risk Protection market.
- Work closely with the Sales team to respond to functional and technical elements of RFPs, RFIs, and other proactive proposals.
- Engaged with clients to understand preferences and RFP requirements from the customers and apply that knowledge to the response and lead prospective client communications.
- Monitor bid schedules and uphold deadlines; Keep involved stakeholders up to date and manage; Attend and participate in daily scrums, brainstorming, and stakeholder meetings.
- Needs to work in sync with product and engineering teams to ensure customer feedback is incorporated into the platform/platform roadmap
- Liaise with the Engineering, Product, Marketing, and Sales teams to provide consultative technical expertise for all customer needs
- Working with potential prospects to determine their unique needs and value drivers to ensure optimal product/need fit
- Engaging end to end into Pre-sales life cycle- Requirement analysis, mapping, Deal pursuit, Quotation submission, Price Negotiation, Contract Negotiation, Onboarding, etc.
- Preparing and delivering presentations in support of sales cycles.
- Preparation includes personalization of materials to ensure delivery of a simple, appealing, and compelling customer presentation.
- Actively involved in the development of collaterals, strategy presentations, roadmaps, case studies, new competencies, documentation, and track competition offerings.
- Responsible for representing the product to customers and at field events such as conferences, seminars, etc.
- To contribute actively in Product marketing activities for CloudSEK – Development of Product content, product messaging, the creation of blogs, and strategy for ensuring joint go to market with Partners, Sales enablement, Product Promotion plans, Market research, etc.
  
- Strong understanding of Enterprise SaaS model (ideally via past experience in Presales, Sales engineering, Solutions Consulting, etc)
- Highly motivated, dynamic, and positive personality
- Very strong working knowledge of MS office suite e.g., Word, Excel and PowerPoint.
- Excellent presentation, written and verbal communication skills to

### Hiring organization

CloudSEK

### Employment Type

Full-time

### Beginning of employment

Immediate

### Duration of employment

Full-time

### Industry

Sales, Consulting

### Job Location

CloudSEK, 901, MSM corner,901, MSM Corner, 7th Main Rd., HAL 2nd Stage, Appareddipalya, Indiranagar, 560038, Bengaluru, Karnataka, India

### Working Hours

Flexible

### Date posted

January 12, 2021

### Valid through

17.01.2021

APPLY ON LINKEDIN

communicate professionally

- Ability to manage a complex schedule with multiple deliverables along with proactive communication.
- 3-5 years of enterprise SaaS, preferred Security SaaS related presales work experience
- Obsessed with solving client's problems.
- A firm understanding of Presales activities such as Requirement Analysis, Bidding, RFP, Compliance, BOQ, RFI, and other best practices
- Superior organizational skills working with multiple prospects/partners and can switch context quickly throughout the day with various competing demands
- Ability to travel 20% to 30%
- Available to join immediately

### **Job Benefits**

- A competitive salary.
- An awesome team that will challenge and respect you.
- Lunch, Unlimited snacks, and drinks.
- Top-notch office in the heart of Bangalore City.
- Virtual team bondings activities and online fun games etc