

# Colombia Jobs Expertini®

## Pre-Sales Consultant

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Company: Saphunt

Location: Colombia

Category: other-general

### The Offer

Opportunity within a company with a solid track record of performance

Work alongside & learn from best in class talent

Opportunity to make a positive impact

### The Job

#### You will be responsible for :

Identifying opportunities for new business development through following up on leads and conducting research on target clients.

New business generation by meeting potential clients to understand needs and providing relevant solutions.

Managing the sales process to close new business opportunities.

Building strong relationships with the existing portfolio of clients.

Meeting and exceeding weekly and monthly activity and revenue targets.

Developing solutions and organising, planning, creating & delivering compelling proof of concept demonstrations.

Ensuring solutions stated in the Statement of Work are best practice and in line with

client requirements.

Keeping abreast of market trends and product & competitor landscapes.

Liaising with Product Managers to provide feedback from clients about product requirements.

Managing the sales bid process by responding to RFI's & RFP's.

Working closely with Sales to ensure successful closure of the sales process.

### **The Profile**

You have at least 1 year experience, ideally within a B2B Sales / Account Executive or Pre-sales role.

You are a strong networker & relationship builder

You pay strong attention to detail and deliver work that is of a high standard

You are adaptable and thrive in changing environments

You are willing to undertake 30-60% travel.

### **The Employer**

Our client is an International IT Company specialized in providing services includes CRM, ERP, BI, Cloud & IT Staffing Services. They are highly expertise in delivering Prime solutions & services using Cutting edge technologies for clients across Europe, USA, Asia Pacific & Africa.

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