CAREERPLANNERS SERVICES INC

https://careerplanners.com/job/presales-mrm/

Sr. Presales Consultant – MRM

Date posted
March 5, 2021

Employment Type
Full-time

Job Location
USA
Remote work from: USA

Work Visa Requirements
Candidates must be legally able to work in the United States at this time. We regret that we are unable to sponsor employment Visas or consider individuals on time-limited Visa status for this position.

Description
This Presales position is NOT a typical Presales role. Instead, it is a hybrid role with a heavy focus on customized solutions and architecture that is also customer-facing. Let me explain.

As a Senior Presales Consultant, you present the depth and breadth of the company's diverse range of Marketing Operations Management software.

In this role, there is no typical account management (aka no typical sales communication.) This position is focused heavily on the technology side of the sales process.

Your focus will be on the configuration and presentation of the software, but also answering and covering in-depth technical questions – on the spot and written in RFPs.

After the opportunity has been "won", you will transition the "new account" over to the professional services team who will then implement the actual solution. To get your job done you will need to collaborate with other departments and communicate with product management teams.

With your engaging style of presentation, you need to be able to tell a convincing story – remotely or on-site – to mid- / senior-level Marketing and IT executives of enterprises of all verticals.

You are supporting the sales process, from RFI & RFP, utilizing use-case evaluations to develop solutions development and presentations. Talking to many clients about their ever-changing requirements, you become an expert for the needs of the Marketing Technology world.

Working with most internal departments – e.g., Product Management, Customer Success Management, Professional Service, and Marketing – you are an interdisciplinary link contributing to the further development of the product portfolio. A deep affinity for IT lets you thrive in software configuration. We're not looking for a developer or a programmer. Furthermore, we are not looking for a "pure" Presales Engineer. Still, we want to have someone who can explain the tech on an abstract level and who can potentially "go deep." Your creativity and analytical skills allow you to make the most of it and with eloquence, you present your results in the best light.

Highly self-motivated and independent, you are working from home remotely collaborating with an ever-growing PreSales team.

Skills in Tableau, reporting, some light coding in JavaScript, REST, etc. certainly is not needed but could come in handy.

Qualifications
What **You Need to Succeed**

- Motivated by selling
- Analytical mind and creativity

- Positive attitude and ability to learn new skills quickly
- Exceptional presentation skills and eloquence
- Attention to detail
- Willingness to travel 20% of the time

Ideally, You Have

- Experience on the technical side of enterprise software sales or consulting
- Familiarity with marketing processes in medium-sized and large companies
- Light skills in video editing or programming
- Bachelor’s Degree in Business or related field

Contacts

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