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# Example of Presales Manager Job Description

Our innovative and growing company is hiring for a presales manager. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for presales manager

* Leading work sessions with strategic clients, aimed at discussing customer knowledge models, analytical risk solutions and business intelligence and consulting services, to obtain their feedback, in order to optimize the portfolio of products and services of the Entity, generating innovation, added value, closeness and loyalty
* Propose the definition of new market segments to intervene, the establishment of commercial alliances that complement the services, with the purpose of expanding the commercial offer of the Institution
* Validate the business prefeasibility and functional feasibility studies of the new products, in order to ensure their viability
* Serve as the Presales lead resource for planning and managing all presales activities for strategic sales opportunities in the global market
* Assist the Sales Director in shaping sales strategy and customer requests into deliverables that highlight Duck Creek product strengths and competitive advantage
* As Opportunity Lead, be responsible for scope definition, identification of resource needs, and management of the Presales project
* Be perceived by the customer as being both customer centric and solutions oriented
* Support the sales team as the key product subject matter expert to determine how the product can be integrated into the client's overall technology solution - Provide sales support by leading or assisting with new or existing customer presentations
* Collaborate with internal resources across the organization to deliver a set of complex and/or integrated demonstrations or more complex proofs-of-concept projects
* May deliver detailed presentations to customers on BMC products and solutions

## Qualifications for presales manager

* Preferred knowledge and working experience on Mobile Packet Core technologies/project
* Deep on experience on tendering process of Telco and Non-telco projects
* Good communication (written and oral) and presentation skill
* Clear understanding on the value of Nokia IP Solution
* Strong analytical/logic ability
* Ability to prioritize and work independently with the rationale