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# Example of Presales Manager Job Description

Our growing company is looking to fill the role of presales manager. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for presales manager

* Manage a NSX Systems Engineering team including
* Build a collaborative internal ecosystem to optimize the opportunity for NSX, including all stakeholders with a major focus on creation and sharing of best practice
* Lead and Manage customer pipeline, sales plays and successful completion of customer engagements
* Provide expert technical architectural support and guidance for Networking and Security opportunities
* Assist in technically qualifying and managing Networking and Security implementations including proof-of-concepts and pilots
* Maintain deep technical and business knowledge of Networking and Security industry directions and trends
* Manage day-to-day operation and staff reporting to this position and produce various reports for upper management as required
* Develop and update product descriptions, information sheets, presentations, demonstration scripts and educational training plan and materials for sales staff within the division, distributors, and users
* Give product demonstration and training in person or through webinar to support sales staff within the division, distributors, and users
* Participate in testing new releases to troubleshoot any issue

## Qualifications for presales manager

* Stage presence and polished presentation skills
* Proficiency with Duck Creek Author and Product Studio
* A working-knowledge of of the Technology Product Suite (Core Database, Middleware or BI) would be beneficial
* University degree (Bachelor) in Administration, engineering or similar
* The candidate must have knowledge in the financial industry, with deep understanding of the Brazilian market needs
* Master Degree in business, economics, marketing, engineering or equivalent by experience