



# Example of Presales Consultant Job Description

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Our company is looking for a presales consultant. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for presales consultant

- Collaborate closely with your internal network and the customer to obtain a deep understanding of the
- Customer's technology needs or offerings and architect a solution to meet them
- Committed to provide Security solution advice and technical guidance to sales teams and key business partners
- Capable of delivering value pitches to business users at the C-Level leading deep dive technical discussions with IT
- Work as an integral part of the sales team, owning the technical portion of the sale and identify additional opportunities where applicable
- Make presentations and demonstrations, as needed, on all aspects of APIM
- Development of the technical sales strategy for your accounts
- Definition of customer requirements and develop and propose solutions based on your prospects environment
- Present and clearly articulate the value and strength of the APIM Software technologies
- Ability to scope and deliver a customer proof of concept

## Qualifications for presales consultant

- Technical BS or MS degree or equivalent in Computer Science, or Computer Engineering and 10+ years' experience in IT, software and/or in consulting

- Singaporean
- Experience working in government sector
- Experience working with MINDEF highly preferred
- Ability to work collaboratively in a complex cross-functional and multicultural environment