Our company is growing rapidly and is looking to fill the role of presales consultant. 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 consultant

- Transition - Once the sale is completed, the PSC must help transfer collected customer or prospect data to service personnel for a successful transition from sales to service
- Configure and maintain a provided baseline product demo system
- Client Presentations and concept selling in Core Banking & related areas across JAPAC (focus on Greater China)
- Solution Architecting and Business Analysis across various areas in Banking including Retail, Corporate, Internet, Trade and Treasury Services
- Lead manage product demonstrations and Proof of Concepts for Core Banking Suite of products in JAPAC
- Continuous support through the Sales cycle by aiding in RFP Responses, Solution Architecting and providing guidance to the Sales team
- Develop deal strategies for key deals (with the DVP, TVP and sales team members)
- Committed to provide Monitoring and APM advice and technical guidance to sales teams and key business partners
- Committed to provide DevOps solution advice and technical guidance to sales teams and key business partners
- Manage the process of responding to RFP's and proposals provide direct content and strategic direction to position selling messages and technology advantages over competitors

Qualifications for presales consultant

- Challenge yourself to create and deliver innovative product demonstrations for prospects, customers, and partners on-site and remotely
- Provide technical leadership and oversight during trials, Proof of Concept (POCs), complex demos
- Understand and act as a valued resource early and often within the customer's decision making process
- Eager to learn, maintain a deep and extensive technical knowledge of the products
- Recent experience in API Management/SOA Governance technology would be an advantage
- Must have experience of working with SOA, Middleware, Integration, Enterprise Service Bus (ESB) and/or Business Process Management (BPM) solutions