



# Example of Presales Consultant Job Description

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Our innovative and growing company is looking to fill the role of presales consultant. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for presales consultant

- Coordinate internal activities for new Cloud initiatives (assessing initial requirements, finding and assigning resources, tracking progress, updating repositories, facilitating communication, preparing the necessary materials, planning and organising future events)
- You will be responsible for the production and delivery of high quality proposals including preparation, revision, finalisation, submission, gathering input from other international departments, internal review and coordination
- Work with the virtual teams across the organisation
- Committed to provide Digital Transformation advice and technical guidance to sales teams and key business stakeholders
- Directly involved in implementation project for the customer to provide the level of expertise
- Evangelizing DevOps culture by introducing best practices from leading-edge companies
- Creating proposal presentations decks (ppt), conducting demos, presenting proposals to customers
- Provide solution presentations, product demonstrations, and Proofs of Value and understand customer requirements and set appropriate expectations
- Participate in CA's sales training, tools training, and ongoing product specialization training
- Completing RFI/RFPs

## Qualifications for presales consultant

- Typically 5+ years' experience as a Presales Consultant, working with enterprise software products or services
- Both direct and partner Presales activity experience will be seen as a benefit
- Committed to provide DevOps advice and technical guidance to sales teams and key business partners
- Take pride in contributing field knowledge and feedback to direct future product requirements and enhancements as our technologies are constantly updated
- 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
- Typically 5+ years' experience as a sales engineer or solution architect, working with enterprise software products or services