



Example of Presales Consultant Job Description

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Our company is growing rapidly and is searching for experienced candidates for the position of presales consultant. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for presales consultant

- Respond promptly and professionally to requests for support from Portfolio Development and Sales, maintaining a schedule of commitments
- Be proficient in EPM analytic software and market analysis solutions, and the primary presales expert in APAC region
- Research competitors and develop or maintain list of key differentiators, strengths and weakness
- Develop knowledge and remain informed on APAC electricity and fuel markets, economic and technology trends, industry practices, regional developments and/or subject matter developments
- Continually find ways of improving presentations and demonstrations to better communicate the value proposition to customers
- Co-operate and communicate effectively with the regional and wider teams to provide relevant information, assistance and technical support
- Contribute to sales and marketing activities including researching events to participate in development of webcasts, material, thought leadership, client and conference presentations
- Acts as a key member of account teams with sales and other internal stakeholders for our enterprise and mid-market customers
- Attends client meetings to conduct in depth discovery on the customer's current and future states and positive business outcomes
- Creates compelling presentations and collateral that demonstrate our solutions and the value proposition they provide against a customer's

Qualifications for presales consultant

- Web Access Management, Single Sign-On and Federation
- Advanced Authentication, Multi Factor Authentication, Risk Based Authentication and Fraud prevention
- API security and Management
- Mobile security and enablement
- Cloud Based Authentication & Identity Management
- Typically have or are working towards a CISSP certification