



Example of Presales Consultant Job Description

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Our innovative and growing company is hiring for a 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

- Identify RDM / MDM use cases and qualify opportunities
- Build relationships with existing customers to expand RDM/MDM usage
- Drive demand creation for RDM/MDM
- Generate marketing content (data sheets, presentations, recordings)
- Maintain current content on Connections, Compass, Website
- Deliver presentations and solution demonstrations to various audiences
- Provide deep functional and technical MDM support in analyzing a prospect's master data needs
- Integrated Data Warehouse
- CIM – Customer Interaction Manager
- Finance Foundation

Qualifications for presales consultant

- Recent experience with Identity Governance and Administration
- Presales Experience within complex solutions, especially with API, Middleware, SOA, BPM, or EAI
- Typically 5+ or more years of detailed technical industry related experience
- Bachelor's degree or global equivalent in Computer Science or a related degree
- Experience working with customers, sales personnel and/or customer services
- Experience in the related industry disciplines and technologies and related

