

POSITION: PRE SALES MANAGEMENT TRAINEE

Full Time

LOCATION: Nairobi

EMPLOYMENT TYPE: Full Time

JOB LEVEL: Entry Level

HIGHEST QUALIFICATION: Bachelor

JOB SUMMARY

Compulynx' Ltd have a great and exciting opportunity of Pre-Sales Consultant.

JOB DESCRIPTION

Compulynx' Ltd have a great and exciting opportunity of Pre-Sales Consultant.

Reporting Manager: Pre-Sales Lead

Overall responsibility

The Pre-Sales Consultant will be assisting sales team in technical solution selling, solution design and integration.

Key Responsibilities

- Preparing and delivering customer presentations and demonstrations articulately and confidently.
- Responding to tender documents, proposal writing, reports and supporting literature
- Support internal and external customer facing events
- Understanding customer diverse and specific needs and applying product value to meet requirements
- Create and confidently deliver technical presentations
- Accompany sales person on request to prospects or clients
- Deliver proof of concepts (POC)

Minimum Educational Requirements:

- Bachelor Degree in IT

Relevant Previous Experience:

- At least 1 year experience in IT industry
Person
- Understand sales and technology cycles.
- Have IT solution expertise in BFSI, NGO, Education, Government and Retail Industry.

Skills and Competencies:

Functional Skills:

- Technical Background
- Proposal writing and management

· Training

Generic Skills

- Good IT Product knowledge domain

Behavioural Skills:

- Strong Client facing skills
- Communication skills
- Presentation
- Time management