

**POSITION: PRE SALES EXECUTIVE**

Full Time

LOCATION: Nairobi

EMPLOYMENT TYPE: Full Time

JOB LEVEL: Mid Level

HIGHEST QUALIFICATION: Bachelor

**JOB SUMMARY**

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

**JOB DESCRIPTION**

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

**Reporting Manager:** Pre-Sales Lead

**Overall responsibility**

The Pre-Sales Executive 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 5 year's 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