

BI PRE-SALES CONSULTANT

Beyond Technologies is a professional service firm, specialized in SAP solution integration and business process optimization. We are looking for a BI Pre-Sales Consultant to join our dynamic team.

You will help Beyond Technologies support the successful achievement of the sales targets by analyzing the technical needs and proving the ability to deliver the BI solutions proposed to prospects or existing customers.

You will also give advice about technology that delivers business outcomes and benefits to your client and demonstrate the added value of your expertise and our solutions.

You will:

- + Coordinate technical pre-sales activities
- + Transfer industry, technical and product knowledge to customers
- + Be the right hand of the account managers during customer visits
- + Provide support for technical qualifications
- + Provide answers to (technical) questions during Request for Information or Request for Proposal processes
- + Build custom demos
- + Deliver Proof of Concepts
- + Create implementation plans and monitor the approval process

You are:

- + A person of integrity
- + Genuine
- + Creative with innovative ideas
- + Driven, motivated with a hunger to succeed
- + Autonomous and a leader
- + Solution-oriented

You have:

- ✚ A minimum of 5 years of experience in Business Intelligence (SAP)
- ✚ Experience in pre-sales
- ✚ Exceptional verbal, written and presentation skills in English and French
- ✚ Experience working with external clients in different industries
- ✚ Excellent analytical, problem solving and coordination skills
- ✚ Service-oriented mindset

At Beyond, we want our employees to be happy and healthy, both at work and outside of work. Everything we do and offer our employees is based on our philosophy that investing in our people is beneficial for all of us.

