

Pre-Sales Consultant (Service & Software)

Solutions Beyond Technologies is a professional services firm specializing in SAP solution integration and business process optimization.

As part of your pre-sales services and software, you will help Beyond Technologies achieve its sales objectives by analyzing technical requirements, demonstrating our ability to deliver the proposed SAP solutions, and estimating / planning / following projects at potential or existing customers.

You will also need to provide advice on technologies that deliver business results and benefits to your customer, while demonstrating the added value of your expertise and solutions.

Your tasks:

Organization and leadership of service pre-sales cycles (calls for tenders, customer requests, etc.) for which you will be identified as a lead, which includes:

- Identify the points to cover in site survey
- Organize and lead the site surveys
- Organize and oversee the preparation of pre-service deliverables (internal and external estimates, roles and responsibilities chart, scope [functional, technical, geographic, organizational, etc.], assumptions, timeline, team members)
- Organize and supervise the general preparation of the response of offers
- Organize and lead service offer review meetings
- Assume the leadership of the presentations to the client

Solution architecture, which includes:

- Actively participate and take the lead in the client's needs for definition exercises
- Present the best solution to the client, using, if required, other Beyond resources, or SAP resources
- Present solutions to the clients and work with them to refine the solution in "continuous improvement" mode
- Track the delivery of the solution to the clients
- Act as a solution manager on predetermined projects

Organization and lead certain software presale cycles which includes:

- Identify team members
- Identify the points to cover in site survey
- Organize and assume the leadership of the site surveys
- Identify the demo system ensure the installation of missing components
- Prepare and assume the leadership of the project launch
- Define global demonstration plan
- Ensure the creation of the demonstration scripts
- Ensure the creation of support documents
- Identify and organize BI items or requiring technical development
- Prepare and lead of the dry run
- Organize and assume leadership in the preparation of demonstrations and service offerings
- Organize and assume leadership of all aspects related to the demonstration itself, including logistics items

Active participation in team improvement and pre-sales processes:

- Participate in the process of recruiting new resources
- Participate in the preparation of improvement processes for team members
- Actively participate in implementing pre-sales process improvements
- Sales support
- Actively participate in sales meetings
- Support account managers in finding sales strategies
- Support account managers in the preparation of their deliverables and during the presentation of proposals
- Keep track of new components and technologies offered by SAP
- Identify lectures and courses for members of the presale team
- Attend different conferences and courses on new components and technologies

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!

