

## Senior Presales Consultant

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Company: BlackStone eIT

Location: Jeddah

Category: life-physical-and-social-science

BlackStone eIT is seeking a highly motivated Senior Presales Consultant to join our team. As a Senior Presales Consultant, you will be responsible for providing technical and product expertise to prospective clients in the software industry. You will work closely with the sales team to develop and deliver technical presentations, demonstrate our software solutions, and ensure that potential clients are provided with all the necessary information. You will also provide feedback to internal teams as-needed, ensuring that our products meet the needs of the software and automation industry and our clients.

### Responsibilities

Tender management skills, with abilities to perform thorough tender analysis and ensure that proposals are responsive to tender requirements.

Conduct proposals and define the appropriate solution.

Provide technical solutions in a professional manner and the agreed timeframes.

Attend meetings with potential clients to determine technical and business requirements and ensure that all necessary information is collated prior to producing a solution.

Carry out necessary interdepartmental communications to collect all needed information.

Create and confidently deliver technical presentations internally and externally.

Maintain the company processes, with a focus on bidding processes.

## Requirements

Bachelor's degree in Computer Science, Engineering, or a related field.

6+ years of experience in a presales or technical sales role within the software industry.

Excellent presentation and communication skills, with the ability to present complex technical solutions in a clear and concise manner.

Proven track record of driving sales growth and achieving targets.

Experience with software solutions in the software industry.

Ability to work in a fast-paced, dynamic environment with deadlines and changing priorities.

## Benefits

Paid Time Off

Performance Bonus

Training & Development

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