

Designation: Presales Consultant

Job Reference ID: WTPUNPSC

Relevant Experience: 6-10 years

Position(s): 2

Location: Pune, Ahmedabad

Contact: careers@wishtreetech.com

Job Description

- Collaborate with the sales team in the complete proposal lifecycle (which will include scope finalization, solution review and proposal submission)
- Understand client's requirement, analyse, and prepare detailed feature list, define project scope, collaborate on technical aspects of proposals
- Present technical solution to key decision makers to address their business challenges
- Ensure that proposals are technically sound, deliverable, competitive
- Perform as an experienced pre-sales professional who is as comfortable presenting systems architecture to a room of technical engineers, as explaining the business value to management executives
- Contribute to the sales team in driving revenue by qualifying leads
- Bring latest ideas and methodologies to improve the presales function of the organisation

Requirements

- 6-10 years of experience with at least 2-3 years of experience in a presales, business analysis & solutioning role
- Experience in development of web & mobile applications (frontend & backend)
- Technical knowledge, awareness and understanding of recent technologies and solutions is necessary
- Should be comfortable to do technical writing & delivering impactful presentations
- Excellent communication skills (written & verbal) and experience dealing with multiple stakeholders
- Prior experience of working on large technology tenders & proposals will be a plus