

## Pre-sales Solutions Consultant

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Company: Appetency Recruitment

Location: Australia

Category: other-general

### Job Description

Full time Permanent position

Expected to earn bonus + profit sharing as well

Very Wide exposure + growth potential

Our client is a multi-award winning and very well renowned company. The company is among the fastest growing companies and expanding the team to fulfill its growth and we need people who have wide technical skills and can help deliver our high level of customer service.

Our client's core clientele are from 20 to 250 PCs but as demand continues to grow, so too support scope. The primary purpose is to remove the impediments caused by IT to business growth.

#### **Key Responsibility & Must haves:**

You will pivotal in the implementations and ensure 100% client satisfaction. The primary objective will be to provide business and technical solutions to prospective and current customers and grow Managed IT Services, Cyber Security & Risk, Cloud & Hybrid, Infrastructure and Consulting & Advisory domains.

You will be the one who will be the face of the organisation, thus you need

**Excellent communication and interpersonal skills with a demonstrated ability to influence stakeholders in a positive manner**

## **Empathy and ability to listen to the customer and understand the business criticality of your job for our client**

### **You will be the primary sponsor for 2 of 5 domains**

This is a key role you will see you design and price technical solutions to meet client's requirement whilst proactively identifying technology opportunities & new product offering for end client to help our client achieve their revenue business goals.

You will have come from a technical background before moving into Account Management / Business Development / Pre-sales role and be motivated, positive and resilient and may now be looking to join an IT company that will give you the opportunity and support to succeed further in your career.

### **Key Skills you will need to bring to the role:**

#### **Pre-sales**

Exceptional **communication and presentation skills** and ability to confidently present and negotiate solutions and value propositions, analyse a range of situations and respond effectively

A technical background in core cloud and keen interest in keeping abreast of current and emerging technologies

Attend meetings with salespeople with shared responsibility for winning and retaining customers in a B2B environment. The Pre-Sales Solutions Consultant has direct responsibility for the solution proposed and excellence of advice provided

Translate business requirements into IT solutions

Design, price and scope solutions in conjunction with the professional services team

Educate and empower prospects and customers to make commercial purchasing decisions

Write proposals and respond to information requests (RFP/RFQ etc.)

Prepare and present targeted C-Level presentations

Join in sales campaigns and events

Participate in sales handovers to internal teams

Awareness of vendor frameworks such as Microsoft SOF

Build and contribute to the continuous improvement of pre-sales expertise (e.g. tools, templates and processes)

Experience with scoping, quoting and pricing tools

## **2. New Product Development**

Maintain technical pre-sales qualifications and certifications for key vendors (e.g. Microsoft, Telstra and HP)

Nurture technical pre-sales relationships with our partners (vendors, suppliers and contractors)– leverage their expertise for opportunities

Subscribe and keep abreast of changes in vendor and competitor products and services across domains.

Experience with vendor analysis, requirements gathering, negotiations and handling complex commercial structures

### **Requirements:**

Previous experience as Pre-sales Consultant, Technical Account Manager or Business Development preferably in a MSP (Managed Services) environment

Strong technical background in IT and cloud services (Microsoft, Telstra, & HP)

Technical problem solving, solution design, solution sales, solution pricing experience in Cloud, Network, Server, Security for SMB clients

Tertiary education, ideally a university bachelors' degree (in any field) NOT Masters

Preferably few technical certifications especially in cloud, security, servers

A valid driver's license

The right to work in Australia.

### **On Offer:**

Full time role + Competitive Remuneration

Great culture

Leadership and growth potential

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#### Cross References and Citations:

1. [Pre-sales Solutions Consultant LebanonjobsJobs Australia Lebanonjobs](#)
2. [Pre-sales Solutions Consultant KualalumpurjobsJobs Australia Kualalumpurjobs](#)
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