Pre-Sales Technical Consultant (SLED sector)

Description

Escher Group is a global software company delivering point of service solutions that are transforming how government/public sector agencies engage and interact with their customers/citizens. We strive to lead in the creation and development of point of service solutions for some of the largest government/public sector information networks across the globe.

Headquartered in Dublin and with 5 offices around the world, Escher Group Limited was registered in 1989 and was listed on London's AIM in 2011. Our customer base spans over 35 countries across the globe and is in over 70,000 business locations where our customers serve approximately 1 billion people worldwide. Escher's innovative and patented technology is rapidly changing the landscape of social and omni-channel retail.

We currently wish to recruit a **Pre-Sales Technical Consultant** to assist our US based SLED sales team achieve their sales targets. This key role is an important part of the sales team and will require someone with technical and business knowledge to support our sales growth. You will assist with RFP/RFI completion, demonstrate our solution, work on competitive analyses, and provide assistance with creation of collateral and building scenario-based solutions for prospects and existing customers.

Location: Washington DC metro area (Vienna, VA).

The ideal candidate will be someone who can learn, properly understand and present Escher's technology and solutions so as to become productive in the role as early as possible.

Duties and Responsibilities

- Assist the Sales Team in the qualification of opportunities by analysing the customer's business and technical requirements, deciding if Escher Group is a fit and building an Escher solution to meet their requirements.
- Assist Sales in prioritizing which opportunities to respond to.
- Complete formal RFP/RFI opportunity summaries, as part of the qualification process.
- Carry out tasks such as draft and submit clarification questions; identify pre-bid meetings or conferences dates and attend them, via phone or in-person, if necessary; assist in submission of Escher response according to the prescribed format and delivery-method.
- Assist in the completion of Escher Group responses and bid submissions e.g. locate existing content or create new content to contribute this to these responses and submissions.
- Answer RFP/RFI questions as part of Escher Group's response

- Become a technical expert on Escher Group's Digital Platform both for prospects/customers and internally in Escher Group; deliver overviews and Q&A sessions as required.
- Present and demonstrate the Escher Group Digital Platform to customers and prospects, up to C-Level executives in-person on-site or using remote presentation and virtual meeting tools.

Experience

- Experience working in or selling to the SLED market.
- 3+ years of software Pre-Sales experience in mid-size to large organizations
- Proven consultative software solution sales approach on enterprise software (SaaS/Cloud an advantage)
- The following will be valuable added advantages:
    - Familiarity with SLED procurement processes
    - Familiarity with SLED service delivery
    - Working on sales opportunities with partners

Requirements

- Fluency and clarity in English. Spanish would be an advantage.
- Key skills for this role include communication, listening, presenting, demonstrating, writing, analysis and sales process acumen
- Ability and willingness to travel, sometimes internationally.
- Educated to degree level or above.