

Job Specification

Job role: Pre-Sales Consultant

Reporting to: Head of Sales

Location: Reading, UK

Overview:

We're looking for a Pre-Sales Consultant to join our growing Sales team. You'll be responsible for supporting our account management and new business sales teams. Our approach is consultative, you will need to understand customers' requirements and demonstrate how the Workbooks solutions can deliver success for our customers.

We offer an opportunity to develop your skills and knowledge within the CRM industry. We provide competitive commission, regular training and we actively work to provide a career path within the business.

Responsibilities:

- Working with prospective clients to uncover pain points and understand their business needs
- Articulating how Workbooks can deliver real business benefits to customers
- Demonstrating the Workbooks platform and building tailored demonstrations
- Producing compelling marketing content to drive inbound marketing campaigns
- Supporting the sales teams with product positioning, messaging and competitive analysis
- Working with the engineering teams to help define the product roadmap
- Acting as an expert speaker in sales engagements, online seminars and public events

Skills & Experience required:

- Expert knowledge of CRM, Order Processing and Marketing Automation systems
- You will have worked as a pre-sales consultant or as a CRM implementation consultant
- Excellent written and oral communication skills
- Excellent people and management skills to interact with staff, colleagues and cross-functional teams, and third parties.
- A good understanding of sales processes and a willingness to be part of pre-sales engagements.
- The ability to translate technical content into business language
- Strong presentation and public speaking skills
- The ability to plan and organise your own time and the time of others.