

Job Description

Job Title:	Pre-Sales Consultant		
Department:	Sales and Marketing	Reporting To:	Sales and Marketing Director

Purpose of the Role:

As a Pre-Sales Consultant you will be responsible for supporting the RDT Sales and Marketing team, to drive revenue growth via the acquisition of new customers and the development of existing accounts.

Duties of the role:

- Preparing for customer meetings and tailoring communications to address business needs of customers as part of the pre-sales process.
- Attending customer meetings and demonstrating the product capability against requirements.
- Supporting the responses to Requests for Information and Responses to Tender.
- The coordination of requirements for Proofs of Concept.
- Attending industry conferences to maintain knowledge of industry issues and market direction.
- Gathering and maintaining competitive analyses for the purpose of understanding differentiators between RDT and its competitors.
- Having a detailed understanding of the company's product features and functions and how these are applied to address: - regulatory requirements, business drivers and evolving customer business needs.
- Responsible for providing feedback on gaps between product functionality and market/customer demands
- Maintaining a strong knowledge of and contributing to the product roadmap.
- Liaising with the Business Analysts and Development to understand details of product direction and communicate information back to sales organization.
- In conjunction with Sales Personnel, develop and conduct transition briefings - communicate commitments, expectations, customer organisation, etc.

Accountability:

- You will have overall responsibility for managing the RDT demonstration database and will be expected to maintain this to the highest standards in order to present the Landscape package to best advantage.

Skills, Education and Experience Required:**Essential**

- Experience of working in IT the UK insurance market (including working with an IT supplier to insurers).
- Excellent written and verbal communication skills.
- Strong PowerPoint skills
- Willingness to travel

Desirable

- Experience of working in a Pre-Sales capacity (other customer facing experience will be considered).
- Educated to degree level or above
- Microsoft Dynamics CRM knowledge.

Attributes:

- The ability to work as an individual or as part of a team.
- Display expert knowledge in one or more technical or business areas.
- An enthusiasm for learning and technology.
- A 'can do' attitude.
- Presentable