

Technical Pre-Sales Consultant

Reporting to the Technical Director

We are looking for an exceptional, pro-active and energetic individual who thrives in a challenging environment, interacting with customers and being part of a dynamic Sales Team with a proven track record of working with cutting edge and established IT & Communications technologies.

You will provide technical and commercial support to the sales team and also liaise with new and existing customers, delivering proposals and tender responses on both a technical and commercial level, which accurately reflect the scope of work required.

The role is predominantly desk-based but there are requirements to visit customers on more complex solutions.

Responsibilities

- Produce professional technical & commercial responses and content for RFQ's, proposals & tenders working to tight deadlines.
- Ensure projects are correctly scoped, assessed, technically specified, estimated and quoted within gross profit targets.
- Deliver customer proposals that are 100% aligned to the requirements.
- Act as the customer's primary technical and product knowledge source during the sales process.
- Liaise effectively with the Account Managers & Technical Services Team to ensure a smooth transition from sales to delivery and support.
- Stay abreast of all relevant product roadmaps and assist the Technical Director in identifying new potential products & services.
- Work with the Sales and Marketing Team to increase the number of successful sales opportunities.

Essential Capabilities

- Thrive on the challenge of working in an SME business selling and delivering services to large Corporate and Public Sector organisations
- Ensure you have an in-depth understanding of all Tellemachus products and solutions and how these are applied to address customers business and technical issues.
- Be a strong team player – actively contributing to the development of a successful team
- Strong communication skills
- Be highly organised, focused and analytical, eliminating sales obstacles through creative and adaptive approaches
- Ability to work methodically with high attention to detail and accuracy
- Ability to manage multiple projects and prioritise constantly changing workloads
- Self-motivated with the ability to work on own initiative
- Ability to take ownership of assigned responsibilities
- Excellent presentation skills both verbal and written

- High standard of written English

Qualifications/Experience

- Technical knowledge of all types of IT Networks and Telecoms Systems is essential, training on other technologies will be given
- Educated to degree level or similar vocational
- At least 5 years' experience in a similar Technical Pre-Sales role
- IT consultancy experience would be an advantage along with experience gained from working for a Systems Integrator

Salary

In the region of £35-45K dependent on experience + performance related bonus + Perkbox + Pension.

Additional Information

Tellemachus has been established since 1994 and is a growing System Integrator. The Technical Pre-Sales Consultant post is based at the Head Office in Steeton.