

Submit your CV :

 natasha.ayub@pbs.group

DEADLINE: 17th June, 2024

SALARY RANGE:

SRD 30,000 - 35,000

(Excluding Commissions)

WE ARE HIRING!

Pre-Sales Technical Specialist (Suriname)

The ideal candidate will provide expertise to clients, collaborate with sales, offer solutions, and ensure customer understanding for successful conversions.

RESPONSIBILITIES

- **Technical Consultation:** Collaborate, understand needs, provide expert advice, address challenges.
- **Product Knowledge:** Stay updated on product specs, industry trends, competitor offerings.
- **Solution Presentations:** Craft tailored presentations, address customer needs, showcase company offerings effectively.
- **Proposal Development:** Contribute to proposals, provide technical details, ensure alignment with requirements.
- **Customer Relationship Management:** Build relationships, address queries, instill trust in company solutions.
- **Training and Support:** Train sales, stay updated on product changes, offer technical support.

COMPETENCIES

- Bachelor's Degree in Business Management or Equivalent
- Minimum of two (2) years experience in an Information Technology and Communications Sales Environment or equivalent
- Fluent in English

SKILLS

- Team player
- Customer success and experience mindset
- Self-Disciplined and Self-Managed
- Excellent Communication
- Understand customer needs & navigate negotiation process effectively