

Pre-sales Solutions Consultant

Laputa is looking for a motivated Solutions Consultant to join our extremely talented and collaborative Pre-Sales Solutions Consulting team. As a Pre-Sales Solutions Consultant, you will act as a trusted advisor to Laputa's prospective customers by proving how Laputa's solution can bring their digital investments together into an application network, allowing for faster change and innovation.

You will partner closely with Account Executives throughout the end-to-end sales cycle to qualify sales opportunities with regards to customer technical requirements, competition, decision-making process and funding. Through strong, developed relationships with the client's IT staff and C-Level executives, you will leverage their deep technical expertise to align the client's technical requirements to business outcomes.

What You'll Do

- Acquiring and maintaining a working knowledge of the complete capabilities of Laputa's solution.
- Analysing prospect business needs, understanding processes, and determining requirements.
- Works with the Account Executives to develop and execute programs to drive pipeline & close deals.
- Developing and delivering high quality customized presentations and demonstrations that position our product features/benefits as the best solution available to prospective clients.
- Respond to RFP / tender and responsible for solution and technical write-up, translation of functional and non-functional requirements into a solution design and Scope of Work.
- Working on ad hoc projects for various departments within the organisation.

What You'll Need To Be Successful

- 3+ years of Pre-Sales / Project experience in enterprise software implementation (CRM, ERP, BI, ITSM, HRM etc..).
- Experience building and delivering Proofs of Concept (PoCs) and responding to functional & technical elements of RFIs/RFPs independently and effectively.
- Previous experience developing and/or implementing enterprise level cloud-based or on-premises SaaS solutions beneficial. Prior experience with enterprise level architecture ideal.
- Able to establish trust with clients, and ability to influence key decision makers in the sales cycle.
- A passion for technology and translating that passion into business impact for customers.
- Excellent verbal communication, written communication, and presentation skills.