

| Job Title                     | Domain            | Location  | HR Contact      |
|-------------------------------|-------------------|-----------|-----------------|
| Pre-Sales Solution Consultant | Electric Vehicles | Bengaluru | hr@numocity.com |

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| <b>Job Summary</b> | We are looking for a Presales Consultant who as a sales expert will lay the groundwork to acquire customers and support clients throughout the sales process. He/she will create Sales pitch for the sales team, assist the sales team in qualifying potential customers and provide knowledge support to the entire sales team. |
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| <b>Roles and Responsibilities</b> | <ul style="list-style-type: none"> <li>● Pitch solutions to a customer and explain all the features and benefits of a particular product or service.</li> <li>● prepare cost estimates and technical proposals such that it meets client's requirement.</li> <li>● Help sales executives during the technical presentations</li> <li>● Respond to a request for information (RFIs) or request for proposals (RFPs) from customers.</li> <li>● Determine the technical requirement to meet customer goals.</li> <li>● Developing solutions and organising, planning, creating &amp; delivering compelling proof of concept demonstrations.</li> <li>● Ensuring solutions stated in the Statement of Work are best practice and in line with client requirements.</li> <li>● Managing the sales bid process by responding to RFI's &amp; RFP's</li> <li>● Working closely with Sales to ensure successful closure of the sales process.</li> <li>● Liaising with Product Managers to provide feedback from clients about product requirements.</li> <li>● Keeping abreast of market trends and product &amp; competitor landscapes.</li> </ul> |
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| <b>Experience</b>     | <ul style="list-style-type: none"> <li>● 5+ years of experience</li> </ul>                           |
| <b>Qualifications</b> | <ul style="list-style-type: none"> <li>● Bachelor of Engineering or any equivalent degree</li> </ul> |

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| <b>Skills</b> | <ul style="list-style-type: none"> <li>● Proven ability to solve problems creatively.</li> <li>● Strong familiarity with project management software tools, methodologies, and best practices.</li> <li>● Experience seeing projects through the full life cycle.</li> <li>● Excellent analytical skills.</li> <li>● Strong interpersonal skills and extremely resourceful.</li> <li>● Proven ability to complete projects according to outlined scope, budget, and timeline.</li> </ul> |
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