

<p>ROLE: Pre-Sales Consultant</p>	<p>GRADE: TBC</p>
<p>REPORTS TO: Sales Director</p>	<p>BUSINESS AREA: Sales</p>
<p>PURPOSE:</p> <p>The purpose of this role is to work with the Sales Director on new and existing leads/clients - to deliver a sale through the pipeline.</p> <p>New and existing leads will be delivered through this role, the role holder will be in regular contact with stakeholders in the business, along with potential new clients. The software is sold to businesses.</p> <p>The role is expected to keep up to date with the latest sales practices, be comfortable liaising across all levels of the business, confident at communicating and demonstrating the complex solutions to clients. This role will support the development of new products and services offered by CAD-CAPTURE.</p>	
<p>RESPONSIBILITIES:</p> <ul style="list-style-type: none"> • Confident presenter • Able to confidently articulate complex software solutions • An engineering background is beneficial • Experience selling software solutions • Experience in the software industry generally • Able to confidently carry out live demonstrations of software products • Able to understand challenges faced by new clients, and find benefits from our software to suit their needs • Managing technical software demonstrations to clients • Work with stakeholders in the organisation to create Proof of Concepts for delivery to the client • Responsible for holding discovery calls with new prospects <p>These responsibilities are not the entire extent of the role, and you may be asked to work on other projects from time to time, with other departments in the business to suit the needs of the business.</p>	
<p>KEY KNOWLEDGE, EXPERIENCE AND QUALIFICATIONS</p> <p>Qualifications and Experience;</p> <ul style="list-style-type: none"> • Ideally a graduate with a minimum upper second class relevant degree • Some sales experience is desirable • Some experience building relationships internally and externally is desirable • Some experience communicating messages across multiple stakeholders <p>Qualities</p>	

- Has the aptitude to learn, self-develop and keep up to date on new business developments, and develop a good understanding of complex products and services offered at Cad-Capture
- Willing and able to travel on business occasionally if necessary
- Committed and motivated to owning and clients through the lifecycle
- Able to work on the delivery of the business strategy with minimal supervision
- Can handle the pressures of high workloads and prioritise based on short deadlines
- Willing and able to raise to stakeholders when more urgent work is going to impact existing work deadlines

Expected Behaviours:

The holder of this role is expected to become a successful member of the team and strive to reach their true potential. To help measure performance against the Marketing Strategy, appraisals and performance and progress meetings may be held from time to time.