

## **Pre-Sales Manager Job Description**

**Job Title:** *Manager, Pre-Sales*  
**Reports to:** VP-Sales  
**Status:** Exempt

**Department:** *Sales*  
**Date:** June 1, 2009

### **Summary**

The sales department is in need of a Senior Pre-Sales Engineer responsible for developing customer relationships in the sales cycle. This person will be responsible for understanding customer needs and aligning those needs with the spectrum of Metrix product offerings.

### **Essential Duties and Responsibilities**

1. Assisting sales people in the qualification of customer needs and performing pre demo needs analysis
2. Demonstrations of the product, both standard and tailored to suspects and prospects
3. Managing pilots and prototypes
4. Responding in writing to customer requirements
5. Responding to Request for Information/Proposal documents
6. Developing product centric selling strategies
7. Working with sales people on the execution of specific sales strategies
8. Monitoring and managing the technical pre-sales environments
9. Meeting customers and delivering product centric presentations
10. Developing draft MS project plans for implementation consulting
11. Developing Statements of Work for implementation consulting
12. Travel required – Estimate 25%

### **Secondary Duties and Responsibilities**

1. Generation of product demo scripts and scenarios
2. Maintaining demonstration data
3. Developing templates to assist in sales efforts

### **Education and/or Experience and other Skills**

- Bachelors degree in Business or equivalent and applicable experience or a successful track record with a minimum of 5 years of applicable experience. Technical background in systems engineering or programming is considered a plus.
- Strong communication, listening and presentation skills.
- Some background in technical product configuration or technology related experience.



- Proficient skills with Microsoft Office products such as Excel, Word, Access as well as general computer skills.
- Ideal candidate would have previous experience or domain expertise in the service operations of a company.
- Ability to be persuasive, empathetic, convincing, and competent across a broad range of buyers.