



Pre Sales Consultant

Name of Position	Pre Sales Consultant
Office Location	Karachi
Qualification	Bachelor's & Masters in Computer Science.
Experience	3 – 5 Years of Experience
Apply at	careers@sybrid.com
Salary Package	40k – 45k
Note	Make sure to mention 'Job Title' in the subject line.
Job Description	<p><u>Requirements:</u></p> <p>Provide answers to (technical) questions in a Request for Information (RFI) or a Request for Proposal (RFP) Identify gaps in business requirements, analyze functional requirements, map with technical deliverables, develop questionnaire to elicit clarity & quality in requirements Produce techno-functional proposals - conceptual and detailed and have strong sense of business acumen Assists customer, prospect and Sales Representative to build a compelling and competitive business case and ROI Develop and authorize technical business solutions, product presentations and demonstrations Support sales opportunities with technical analysis and requirement scoping Prepare estimations - effort and cost estimations to augment sales proposals - Support at external and internal customer facing events - as a technical representative to support business calls - Build custom demonstrations and deliver Proof of Concepts (POC) Project Delivery and Provide 1st and 2nd line of technical support in a timely manner Actively participate in internal business/sales team meetings and provide consultative support Build technical relationship with delivery teams, prospects or existing customers to support overall prospect/customer engagement Assists with the qualification of the opportunities and/or identification of target accounts Assists with the creation of a sales cycle plan Manages hand-over to the Services Functions (Post-</p>

	Sales Support and Professional Services) for live project implementation
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