

# Presales Consultant DACH (m/w/d)

Praxedo GmbH (German branch of the French Praxedo SARL) is looking for a **Presales Consultant** for the DACH region. The German branch of Praxedo successfully managed to ramp up in the last 2 years by nearly tripling the Annual Recurring Revenue in a period of 24 months. It's the time now to scale up what we achieved so far to further achieve our aggressive growth goals. Therefore, we are looking for you! We are a leading provider of field service management solutions and have been offering SaaS solutions in this area since 2005.

## Your tasks

- Presales-Consulting:
  - You execute workshops and POCs to win new clients in the medium to big segment and you own the result. You make sure that our potential customers are successful while testing our solution in a near production environment.
  - You support our sales team with your technical and process expertise in first presentations for bigger prospects and in the context of RFPs.
  - You define solution architecture, project approach and the most feasible technical implementation.
  - Qualify customer requests, technically and functionally
  - Ensure feasibility and profitability of projects
- Interface to product management: You communicate internally market demands for new features, describing the business value as well as the corresponding functional requirements
- Direct reporting to the head of professional services DACH

## Your profile

- 3-5 years experience in project management and consulting in software solutions that require explanation and complex solution selling. Ideally already Presales experience
- Very good presentation and communication skills, as well as interpersonal competence and confident demeanor. Ability to achieve consensus and moderate discussions with multiple roles on the customer side ranging from COOs, head of service, dispatchers and IT specialists.
- High degree of customer and solution orientation, quick comprehension, and analytical thinking
- You have good knowledge about the typical existing infrastructure in medium to big businesses: ERP, CRM, Ticket systems, etc and you know how these systems usually interoperate and how the technical interfaces work (APIs, webservices, FTP, etc.)
- You combine technical with business knowledge: business processes and strategic goals of companies, ideally already with experience in the customer service environment
- Good understanding of software architecture and interfaces
- Good MS office skills, especially Excel
- Good written and spoken English skills for internal communication with our French parent company

## What we offer

- Start-up culture and agility of the German branch in combination with the advantages and security of an established medium-sized SaaS company
- Young and dynamic team with a healthy and sales-oriented corporate culture
- Office in the center of Munich
- Team building events / after-work activities
- Personal development as part of Praxedo's ambitious growth goals
- Support from our marketing and SDRs in addition to your own lead generation
- Market-oriented solution which, through effective target group selection, leads to a high rate of conversations with a positive outcome as well as relatively short sales cycles