

# Solution Consultant DACH (m/w/d)

Praxedo GmbH (German branch of the French Praxedo SARL) is looking for a **Solution 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

- Consulting:
  - Project Management
  - Project Execution
  - Train end users
  - Consult the business department on process optimization
  - Consult the IT department on optimal integration in existing IT infrastructure (ERP, Ticket Systems, Enterprise Asset Management and many other types of information systems)
  - Configure the solution for specific customer needs and apply a train the trainer approach to customers
- **Optional:** Presales-Consulting:
  - If you want to develop into the role of a presales consultant, we are very open to give you this opportunity. You will start with small to medium client segment, executing Proof Of Concept workshops, supporting our account executives in demos, shaping and defining the solution architecture, challenging the clients ideas and contribute a big part in winning new business.
- 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