

## Job Description

### “Pre-Sales Executive – France -Business Intelligence / Analytics Software Solutions”

We are seeking an experienced Pre-Sales Consultant based in France to work for a stable, mid-sized, Business Application Software firm. Ideally the candidate will be located in the Paris area and speaks fluent English and French.

This position will be focused around the **Financial Services** vertical market, with an emphasis on Retail Banking, Capital Markets and Insurance (Investment Banking may also be included).

## Company Description

The company has a solid customer base across many vertical markets, including Life Sciences and Financial Services, whilst possessing a stable and solid business in France and is looking to build upon this by recruiting an additional Pre-Sales Executive.

## Role:

- \* Provide Pre-Sales support to the Financial Services team
- \* Create Proof of Concepts , Respond to RFI and RFP documents, assist with proposal writing
- \* Report into the Pre-Sales Director based in the UK
- \* Help team generate new business across the region where possible
- \* Provide technical knowledge as and when required

## Skills Required:

- \* Financial Services background in one or more of the following areas: Market or Credit Risk, Counterparty Exposure, Capital Markets (Trading), Retail Banking
- \* Minimum 3-5 years' Presales experience in selling software solutions (by definition also good communication/presentation skills)
- \* Used to following a structural process, project orientated; running/participating in POCs
- \* Ideally from a BI, Analytics or related software industry (not Infrastructure, IT or Security)

Apply to Ben Watkins, [bew@intrinsicsearch.com](mailto:bew@intrinsicsearch.com)