

Job Description

“Pre-Sales Executive – UK-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. This is an exciting start-up division for the company, working new markets as listed below.

This position will be focused around the **Defense, Telco, CPG, Retail , Aerospace and Energy** markets. The successful candidate should be ideally based in the Paris area.

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, working closely with the Senior Sales 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. This role will cover France with a small focus in Belgium and French speaking Switzerland
- * Help team generate new business across the region where possible
- * Provide technical knowledge as and when required

Skills Required:

- * Minimum 3 years' Presales experience in the Business Intelligence software sector
- * Strong communication / presentation skills)
- * Experience with installing servers such as IIS, MS SQL Servers and Oracle; SQL knowledge, thus a reasonably strong technical background
- * 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)
- * Suited to entrepreneurial, high growth US software firms

Apply to Ben Watkins, bew@intrinsicsearch.com

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