



Role: Pre-Sales Executive – French Market
Location: Paris
Sector: Digital Experience Software

A great opportunity to join an established, European Headquartered, but global “*Digital Experience*” Software leader, which has very much an entrepreneurial, high-growth culture.

“*The Digital Experience Platform Market*” could be worth \$13.9 billion by 2024, at a compound annual growth rate of 12% ([recent report](#))

Company Description:

With around 100 global employees, (50 in France), 1000's of customers (boasting a 98% renewal rate), and a global presence, this is an opportunity to join an ambitious and entrepreneurial commercial team, based out of Paris.

Funded by Private Equity, the company has ambitious plans to **scale-up its existing French and European business.**

The Digital solution is at the heart of CX but initially technical in nature and Pre-Sales Execs whom have worked with bespoke solutions sold into the IT function would be an advantage. (Business decision makers such as Marketing / Head of Digital are also often involved during the pre-selling).

Responsibilities:

- Report into the Head of Operations – Paris based
- Work closely with Senior Sales and Solution Architects to resolve prospects' technical challenges during the selling process
- Provide Pre-sales support to existing System Integration partners and Digital Agencies who implement the Digital solutions

- Offer technical assistance to the Sales team during pre-sales (building demos, PoC and answering technical questions during the sales process), demonstrate products to customers and partners.
- Collaborate with Senior sales rep to orchestrate complex sales involving various types of contacts (CxO, IT managers, Business decision makers, external influencers...)

Skills required:

- 7+ years of B2B Software Pre-sales experience
- Experience working in a Pre-sales role for a Digital related solution such as CMS or similar
- Extremely comfortable presenting to technical audiences
- Coding / Development experience background ideal
- Strong technical expertise and strong skills in software integration, in particular in **Java** and Web technologies (J2EE, **JSP**/HTML/CSS, Application Servers such as Apache Tomcat)
- Experience of working in pre-sales opportunities with SI partners who ultimately deliver the solution
- Project Management / delivery experience would be beneficial
- Excellent oral, written communication and presentation skills
- English, French, plus other languages like Spanish would be useful
- Willingness to travel (up to 25% across France)

Could have worked with the following technologies:-

- *Web Content Management, Website Development, Portals, eCommerce Platforms, Digital Asset Management, Opensource, Digital Transformation, Enterprise Search Engine, Integration, Dev Tools, Application Development & Document Management*

To apply:

Contact: Ben Watkins, bew@intrinsicsearch.com

**Also hiring a Senior Sales Exec, Paris to work with this hire.*