



Company	Course5 Intelligence Pvt. Ltd
Position Title	Presales Consultant
Schedule	Full-Time
Location	Mumbai

OVERVIEW

Course5 Intelligence

We enable organizations to make the most effective strategic and tactical moves relating to their customers, markets, and competition at the rapid pace that the digital business world demands. Founded in 2000, our business areas include Market Intelligence, Big Data Analytics, Digital Transformation, Artificial Intelligence, and Analytics. Rapid advances in Artificial Intelligence and Machine Learning technology have enabled us to create disruptive technologies and accelerators under our Course5 Intelligence suites that combine analytics, digital, and research solutions to provide significant and long-term value to our clients.

More information can be found at www.course5i.com

Global Offices

Unites States | India | United Kingdom | Singapore | United Arab of Emirates

Main Responsibilities:

Job Description

Looking for a dynamic and outspoken pre-sales individual, who is passionate about creating business proposals, responding to challenging RFPs and most importantly, would like to be a key contributor in the lead closures and feel gratified about his/her contribution. It's quite a challenging role, and gives an enormous learning opportunity to the individual to be a part of Digital Analytics ecosystem, and learn directly from industry experts who have been the part of this digital industry for over 20 years.

Day to Day Responsibilities

- Work closely with middle and senior management executives on a day to day basis.
- Design proposals which articulates our depth and breadth in the digital space, talk about our various solutions, products, strategic partnerships and digital analytics capabilities.
- Respond to RFPs from Fortune 500 companies in a timely manner.
- Present the proposals to the prospective clients with authority and demonstrate the depth of our understanding in the digital space



- Should have desire to explore and research on new topics, trends, frameworks and methodologies.
- Should be open-minded and creative while preparing the proposals.
- On time to time you would be asked to prepare the Marketing Collaterals to prepare our Sales and Marketing Teams.
- You might also be asked to conduct sessions for our sales and marketing team and apprise them about new solutions, frameworks, products, trends etc.

Our Expectations

- Minimum 2-3 years of experience in pre-sales domain and have worked in the digital ecosystem for atleast 1-2 years.
- Excellent verbal and written communication skills
- Strong hands-on experience under MS PowerPoint and Excel
- Engineering graduate with MBA from a reputed college
- Knows the art of story-telling and how to smartly articulate his/her thoughts in a succinct fashion