

Job Description

| | |
|-----------------------|--|
| Company | Course5 Intelligence |
| Position Title | Director – Presales & Product Management |
| Reporting to | Senior Vice President |
| Schedule | Full-Time |
| Work Location | Bangalore |

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

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

Job Summary:

Director - Presales & Product Management will be a key role for the organization to understand client requirements, assess product features Vs requirements gap, provide solutions and implementation strategies for enterprise clients across various geographies.

Job Responsibilities:

- Experience in products/solutions presales and demonstrated ability to draft effective solutions to business problems opportunities.
- Presenting the Product's salient features and value proposition in front of strategic customers (existing and prospects), being an integral part of the sales process and engaging in proposal formulation
- Working closely with Sales, Pre-Sales and Inside Sales teams to put together an attractive offering for target markets, customers and functions
- Working closely with the Marketing team to devise a marketing plan and lead marketing initiatives (Outbound, Inbound, Account based marketing etc.)
- Should have hands-on experience in
 - RFP/RFx analysis and response
 - Writing Technical Solution document/Business proposals
 - Estimation and Solution design activities
 - Technical presentations and demos

Corporate Office: 201, Ceejay House, Dr. Annie Besant Road, Worli, Mumbai - 400018. India.

- Managing Product implementations working with internal teams and responsible for ensuring customer value creation and project success

Requirements & Qualifications:

- 15 years / or plus experience in B2B Product/ Solutions presales in the eCommerce, Sales & Marketing or Customer Experience or supply chain space
- Experience of working on Data Analytics and AI-enabled Products
- Industry Domain Knowledge in CPG, Retail, Technology (desired but not mandatory)
- Experience of working in a global environment across multiple time zones
- Excellent people skills paired with ability to work with cross functional teams
- Very good communication skills for effective communication with Internal Stakeholders (Team members, Partner Teams, Senior Management) as well as External Stakeholders (Customers, Analysts, Prospects, Partners etc.)
- Strong Analytical, Strategic and coordination skills

Course5 is proud to be an equal opportunity employer. We are committed to equal employment opportunity regardless of race, color, religion, sex, sexual orientation, age, marital status, disability, and gender identity. If you have a disability or special need that requires accommodation, please keep us informed about the same at the hiring stages for us to factor necessary accommodations.

