

Job Title: Finance Pre-Sales Consultant	Contract type: Permanent
Department: Pre-Sales – Hungerford	Date: February 2017
Reporting to: Head of Pre-Sales	Contact: recruitment@kerridgecs.com

### Position Overview

- In this role, you will work with the Sales Executive to gain a solid understanding of business requirements of both prospective and existing customers. You will listen to the customer to ensure that you understand what they are asking for, but you will also take the initiative in offering and validating alternative approaches where you believe that this may better meet the need. You will document these requirements, including any developments that may be required.
- You will build and deliver presentations and demonstrations, that are customised to address the customer-specific requirements and use customer sample data, and that professionally demonstrate our products and services to our customers and prospects in order to meet their business challenges.
- Your focus will be on supporting the sales activity with both existing and prospective customers, from initial contact right through to completion of the sales process. On completion of a sale, you will then brief the PSG team on customer requirements, demonstrating proposed solutions where required.

### Main Duties and Responsibilities

- Working with the sales team to respond to ITT's and customer RFI's.
- Attending regular meetings and leading workshops with customers and prospects to gain a thorough understanding of business requirements and producing documentation that reflects this understanding.
- Building and delivering software presentations that demonstrate to our customers that we fully understand their requirements and that we can meet their business challenges with confidence.
- Liaising with both the Development and Professional Services teams to translate customer requirements into real software and business propositions and communicating these to the customer.
- Enhancing our core Demonstration Systems capabilities and building re-usable demonstration scenarios.

### Knowledge and Experience

- In this commercial role, you will be a joining a highly focused sales team. You will be results driven and will enjoy working in a busy sales environment.
- The successful candidate will possess a broad all-round working knowledge of ERP in a finance environment in areas such as sales, procurement, inventory, finance and CRM and its application within a business. You will have gained this knowledge in a sales, consultancy or support role.
- Excellent written and verbal communication skills, with the ability to communicate meaningfully at both Board and end user level
- Good presentation skills, both in terms of preparation and delivery. The ability to present in a structured manner is required.
- Strong interpersonal skills, with the ability to interact with diverse groups of individuals and maintain an effective working relationship within a team environment
- Ability to work under pressure with limited time and direction and to work to deadlines
- Be adaptable, work conscientiously with attention to detail and use own initiative
- Adopt a positive, pro-active attitude to work

**Special Conditions:**

- The role may require travel within the UK and overseas. A valid passport and driving license are desirable.

**Remuneration:**

- The salary and package are commensurate with the role and experience.

To apply, please email a copy of your most recent CV to [recruitment@kerridgecs.com](mailto:recruitment@kerridgecs.com)  
The deadline for internal applications will be 11<sup>th</sup> March 2016.