

JOB DESCRIPTION

Job Title:	Pre-Sales Consultant
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ABOUT INFORMATION BUILDERS

Information Builders provides software and services that bring smarter decision-making and streamlined processes to leading organizations in business, government, and education worldwide. Our software is installed in tens of thousands of locations, servicing millions of users. Our WebFOCUS business intelligence (BI) platform delivers massively scalable information applications, analytics, and customer-facing portals to the new generation of information users to deliver game-changing business results. Our iWay Software integration platform allows enterprises to leverage all of their information resources to streamline internal and business-to-business processes, while escalating the overall accessibility and integrity of information regardless of environmental complexity. Headquartered in New York City with 60 offices worldwide, Information Builders employs 1,350 people and has established significant industry partnerships.

JOB SUMMARY

The Pre Sales Consultant coordinates technical pre-sales activities. He/she transfers industry, technical and product knowledge to customers via good written, verbal and presentation skills. Assists in all levels of technical account planning and accompanies sales account managers on visits to customers. The Pre Sales Consultant supports the successful achievement of Information Builders sales targets by analyzing the technical needs and proving Information Builders ability to deliver the IT solutions proposed to prospects or existing customers.

The Pre Sales Consultant reports to the Technical Manager.

RESPONSIBILITIES

- Product presentation/demonstration
- Support with technical qualification
- Provide answers to (technical) questions in a Request for Information or a Request for Proposal
- Build custom demo's
- Provide first-line technical support for software evaluations and/or pilot projects
- Deliver Proof Of Concepts
- Support customer events
- Create the EDA Implementation plan and monitor the approval process
- Prepare software order forms (providing feature codes and product information)
- Monitor accurate and correct delivery of software sold
- Build technical relationship with prospects or existing customers
- Provide any technical input needed for proposals
- Be able to position and present Information Builders product offerings
- Compare Information Builders product offering with product from other vendors from a technical point of view

- Liaise with local, EMEA and corporate support teams to ensure accurate and timely resolution of technical issues that may arise during the pre-sales process

SPECIFIC SKILLS

Understanding and knowledge of the following:

- J2EE
- JMS
- MQ
- XML
- Message brokers
- IDE
- ERP
- B2B

OTHER SKILLS, ABILITY AND EXPERIENCE

- Educated to degree level
- Detailed knowledge of Information Builders product offering
- Excellent presentation and demonstration skills
- Excellent organization skills
- Proven ability to multi task and prioritize under pressure
- Self starter
- Good listening skills
- Fluency in English and Dutch is essential. Additional fluency in another European language would be an advantage
- A team player
- Willingness to travel

HOW TO APPLY

Please contact Ron van der Meer (ron_van_der_meer@ibi.com)

NOTE: This job description is not intended to be all-inclusive. Employee may perform other related duties required to meet the ongoing needs of the organization.
