

**Candidate Profile**

<b>Designation</b>	Pre Sales Specialist (e-Governance)
<b>Qualification</b>	Any Graduate / Post Graduate. Bachelor degree in Computer Engineering or Information Technology will be an advantage.
<b>Experience</b>	2 – 3 years of Relevant Experience
<b>Location</b>	Ahmedabad

**Roles & Responsibilities:**

- Define and implement a structured way of handling opportunities –client meeting / solution pitch / RFP response / RFI response / presentation etc.
- Work closely with sales team to identify pipeline and plan activities.
- Take lead / participate in opportunity assessment, qualification, developing response strategy, proposal development, review and feedback process, competitive positioning, pricing / commercial decisions.
- Work closely with solution delivery, product management, product development, domain SMEs and other internal teams to ensure creation of timely high quality winning proposals. This will include owning the complete proposal including solution architecture, estimations, project schedules, compliances, etc.
- Ensure clear articulation of business and technical value proposition, in the context of opportunity specific requirements.
- Workout detailed competitive yet profitable pricing models for management approvals.
- Work closely with the delivery heads in identifying the right team, getting the pre-sales and delivery teams to develop the solution, estimates, schedules, technical responses etc. to complete the proposal.
- Work closely with support functions (like IT / Quality / marketing / Finance etc.) for creating a compelling solution / proposal.
- Anchoring client visits – from the stage of planning, identifying key participants, story board for the meeting, reviewing content, planning demos / team discussions and front ending the discussion.
- Conduct primary and secondary research; generate and qualify market analytics/research.
- Assist sales team in prospecting with relevant pitch and market/company specific data.
- Generate Collaterals, Case Studies, White Papers, etc and assist marketing in pitch evangelism.

**Critical Skills Required:**

- **Minimum of 2-3 years of relevant experience in Indian e-Governance Domain with Software and services based solutions preferably with Municipal Solutions.**
- **Good understanding of delivery around E-Governance solutions, Custom application, portals, web applications, mobile applications, Conversant on latest technologies for solution writing.**
- **Pure Infrastructure Presales resources need not apply**
- Proven track record of managing and supporting large bids from pre-sales perspective.
- Demonstrated performance in Complex Solutioning and innovative deal construct.
- Consultative, Value-proposition/ Business case driven pre-sales methodology experience is highly desirable.
- Strong Techno-Commercial/ Business Orientation and Cost Sensitive.
- Financial management experience: Estimating, Budgeting, Pricing, Risk assessment.
- Execute on assigned RFP/RFI/proposals/proposal sections and deliver a high-quality response in terms of content, formatting and value-adds
- Comfortable in a fast-paced & rapidly evolving entrepreneurial environment
- Hands on experience in writing proposals and delivering customer presentation
- Excellent communication and written skills. **Preference will be given to Gujarati speaking candidate.**
- Hard-working, detailed, quality and deliverable-oriented
- Self-driven and motivated.