

Pre-Sales Analyst

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Company: Elixir Technologies Corporation

Location: , , Pakistan

Category: sales-and-related

Fully Remote • Remote Worker - N/A • Pre-Sales Job Type Full-time Description This role will entail coverage of either the APAC region (requiring working hours from 8 pm to 5 am ET) or EMEA region (requiring working hours from 3 am to 12 pm ET). Elixir is expanding its Sales team and seeks a Pre-Sales Analyst to play a crucial role in the sales process by collaborating with the Global Sales team to understand the needs of prospective customers, successfully execute technical engagements during the sales cycle, project conceptualizations, and provide value-based demonstrations to close business. The ideal candidate will have a strong technical background with the ability to communicate complex concepts to technical and non-technical audiences alike. This role will work cross-functionally to identify new opportunities, present demonstrations, provide technical expertise, and effectively articulate the value of the Elixir product to potential customers. Essential Functions Work collaboratively with global sales, services, and product teams to ensure customer requirements and constraints are addressed Develop compelling propositions for clients, including writing and presenting business justification documents, technical proposals, and project concepts to clients Conduct detailed assessments of prospective customers' enterprise systems and architect a path towards a future state using optimal product usage for maximum ROI Clearly articulate the distinct value proposition of Elixir's product compared to competitors Stay update to date with the latest product roadmap and upcoming releases Conduct internal training sessions for the sales team on new product functionality and features to enhance their technical knowledge and selling capabilities Write scripts, build use cases, and highlight new product features for different market segments, regions,

territories, verticals, customers, and partners Play an active role in the sales journey, contributing to discovery, business requirements definition, project conceptualization, and product demonstration Prepare detailed, insightful presentations for clients effectively articulating concepts, business value, and recommendations Develop product demos that eloquently showcase Elixir's value in addressing diverse business challenges across verticals Conduct engaging product demonstrations that spotlight the product value propositions aligning to the client's needs Tailor and configure demonstrations on-the-fly that align with customer or prospect requirements Source RFI and RFP requests to address customer inquiries effectively Engage customers both on-site and remotely, providing consultative guidance during the pre-sales process Maintain organized records in Salesforce, tracking activities and customer account details Adhere to metrics and KPIs in Salesforce to measure performance against departmental goals Foster 'trusted advisor' relationships with prospects, serving as a reliable source of guidance Maintain a comprehensive grasp of Elixir's products, services, pricing, internal processes, and sales management mechanisms Embrace and sustain a work environment that supports Elixir's core values: Community, Learning, Integrity, and Pioneering

Requirements

- 3-5 years of sales engineering or technical account management experience
- Bachelor's degree in Computer Science, Software Engineering, MIS, or Technology Information (preferred)
- 3-5 years of experience at a SaaS company (preferred)

Total Rewards Package

In addition to the salary listed, Elixir's total rewards package includes:

- 100% of health, dental, and vision premiums covered for employees, and 40% for eligible dependents
- 100% match of employee's first 4% deferral, with immediate eligibility and 100% vesting
- Unlimited PTO
- 24 hours of VTO (Volunteer Time Off) per year
- 15 holidays per year
- \$70 monthly stipend for phone/internet
- LinkedIn Learning license to encourage ongoing learning and professional development

All qualified applicants receive consideration for employment at Elixir without discrimination on the basis of race, color, religion, age, sex, sexual orientation, gender identity, marital status, national origin, protected veteran status, disability, or any other factors prohibited by law.

#J-18808-Ljbffr

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