

Charakter. Köpfe. Könner.
Gesucht

Our client creates the world leading software for Product Lifecycle Management in specialized industries. With outstanding user adaption and customer satisfaction rates our client has more than 600 clients world wide mainly in fashion and lifestyle related industries. Now we are seeking an experienced and highly energetic Personality as

PLM PRESALES CONSULTANT - FOOD AND BEVERAGE (F/M/X)

EINSATZORT: HOME-OFFICE

REFERENZNUMMER: A0W09000002JFKVAAU

YOUR TASKS

- Assist Sales Team in qualifying prospects in the Food and Beverage Industry
- Attend meetings with potential Clients to determine technical and business requirements
- Provide functional/technical solutions in a professional manner and to agreed timeframes
- Create and confidently deliver technical presentations internally and externally
- Be capable of articulate a good story to embed the technical/functional presentation
- Responsible for in-depth, broad-based pre-sales presentations
- Configure PLM Software solutions to well fit these needs through product presentations
- Prepare response documentation for RFI/RFP requests.

WHO YOU ARE

- In depth knowledge about the Food & Beverage and/or Global Product Sourcing industries and processes
- Working knowledge of current issues and technologies concerning the PLM industry, together with a demonstrable interest in keeping abreast with technical developments in this field
- Previous experience of requirements gathering, design and solution building
- Able to show and discuss a range of previous customer solution designs
- Ability to develop effective working relationships internally at a variety of levels and work closely with commercial departments such as sales, operations, and product development

- Deliver training on solutions and provide product support to internal stakeholders

YOUR CHALLENGE

You have an excellent understanding of PLM related challenges in the F&B Industry. You have maybe recognize that traditional software vendors underestimate the challenges, clients in the F&B industry are facing in this sector. You will be the #1 Pre Sales Consultant who will confirm decision makers in the Food and Beverage industry about the performance and capabilities of our clients ´ solutions. But you will not be alone! You will become part of an highly energetic, skilled and supportive team.

**IHR ANSPRECHPARTNER FÜR
DIESES STELLENANGEBOT**



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