

Pre Sales Consultant

BISCit is an award winning Australian business who specialise in the provision of high quality ERP consulting and support services to a diverse range of clients. Our head office is in Newcastle, however our network is extensive, servicing both Australian and International clients.

We are a team of forward thinking people with exposure to the latest development technologies. We believe a culture of collaboration and support leads to innovation and a genuine interest in the work we do.

As a team, we strive to be Partners in Growth with our clients. We achieve this by managing their businesses complexities, increasing efficiencies, and freeing up their resources to enable them to focus on growth.

As a member of our team, your tasks will include:

- Act as a technical and functional resource in the sales process during engagement with prospect/customer.
- Provide business expertise in such processes as manufacturing, accounting and work flow analysis.
- Preparing for and conducting demos along with Sales team.
- Responding to RFIs and RFPs on Epicor and related products
- Travel will be an essential part of this role
- Ad hoc work as required

Highly desired skills for this role include:

- Minimum of 2-5 years of experience in presales within the ERP industry
- Background of success in supporting sales
- Experience in the manufacturing, distribution industry with exposure in financial modules
- Presentations / demonstrations skillset is a pre-requisite
- Experience in delivering training programs, material and courses is advantageous

Key competencies needed to be effective in this role:

- Strong problem solving and analytical skills
- Ability to pick things up quickly and enjoy the challenge of a fast paced environment
- Capable of working autonomously and in a team
- Strong communication skills
- Flexible
- Show initiative
- Confidently pitch design solutions in both written and verbal format