

Role Title: PreSales / ProductSpecialist- Media and Entertainment Segment

- ▶ Help Sales team in generate sales lead (product specific) and helping them to close it for Business Success

Primary Responsibilities

- Prioritizing effort based on maximizing total impact on team productivity and profit, or as directed by the sales manager/Product Manager
- Proactively scopes the technical solution required to address customer requirements, assesses customers' met and unmet needs, and recommends solutions that optimize value for both the customer and the firm.
- Secures input from all necessary solution stakeholders within the customer firm. Adapts solutions, as necessary, to ensure appropriate support.
- Coordinates closely with internal sales/support, and service resources to align solution design with customers' business requirements.
- Secures from customer technical staff commitments needed to ensure a deal's "technical closer"
- Provides coaching and professional development to team- member sales associates in order to enhance their product knowledge, technical acumen, and technical sales skills.
- Maintain customer satisfaction ratings that meet company standard
- Completes required training and development objectives for internal team and customers also within the assigned time frame.
- Conducting POC's at customer site
- Completing all necessary and required Product specific certification
- Works closely and collaboratively with the sales and account teams supported.
- This position includes outside Mumbai travel to customers' premises also

Role Requirements/Specifications

Knowledge & Skills

- Sound knowledge of Media and Entertainment Segment
- Excellent Communication Skills
- Strong negotiation skills
- Willingness to learn about the industry
- Demonstrate high energy
- Ability to take initiatives

**Educational Qualifications
Work Experience**

- 3-7 years of work experience
- UG- Any graduate

This is a confidential document and meant for internal use only and to be handled/ used/ stored only by those authorized for this purpose.