



SEARCH SOLUTIONS

I-Talent Gagnon & Partners are experts in the researching and recruitment of Executives, Managers and Technical Specialists.

We are recruiting, on behalf of our client, a successful and renowned global company, an experienced:

## **Pre-Sales Manager (M/F)**

### **Mission**

The Pre-Sales Manager defines, supports and enforces a structured sales process. He actively participates in identifying and qualifying leads for the proposed specific services and ensures that the sales funnel is kept up to date and that leads are actively tracked. He participates in commercial discussions and presents the offer to customers when needed. He is responsible for defining the cost, timeline and scope of the proposals and to communicate it to the rest of the commercial team.

### **Main Responsibilities**

- Define, support and enforce a structured pre-sales process of services;
- Identify and qualify opportunities for further clients acquisition;
- Liaise with the Pre-Sales entities within the global organization;
- Maintain the sales funnel and track leads for proposed services;
- Participate in commercial discussions and ensure the protection of margins within the deal. Where cost models are applied, ensure they are clear and that they are correctly factored into the global account margin analysis;
- Ensure that there is a track of all services proposals in the central repository;
- Support sales in shaping relevant contents to adapt offerings to specific customer/prospects needs/pain points.
- Represent services portfolio during prospects/customer visits and pre-sales phases;
- Maintain competitive pricing intelligence ;
- Collaborate with finance to elaborate weekly reports on sales funnel and bookings vs. revenue forecast vs. budget.

### **Qualifications / Experience**

- Hands on experience in writing proposals and delivering customer presentations;
- Comfortable with a fast-paced, high-pressure and rapidly evolving environment;
- Result focused and capable to work under tight timeframes;
- Minimum 2 years of experience in a pre-sales position or sales position;
- Experience working across multiple sites and multiple cultures;
- **2-3 years' experience in anti-piracy services/technical pre-sales and knowledge of the competitive landscape;**
- Experience working with Content Providers would be preferred.

## **Competencies**

- Advanced university degree (Master degree) in technology / computer science or Economics / Management;
- English and French required. A third language is also preferred: Spanish, Portuguese, Italian;

**This position requires between 10 - 30 % travels**

**Please send your application to: [recrutement@i-talent.com](mailto:recrutement@i-talent.com)  
together with your CV and motivation letter. Thank you. !**