

Presales Solution Consultant iPaaS Denmark

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Company: Chronos Consulting

Location: Denmark

Category: computer-and-mathematical

Job Description

As a high-growth company with over customers incl. some of the world's top brands, our client is revolutionizing the integration and automation market with investments from the top 3 SaaS companies. Recognized as a leader by both Gartner and Forrester, it is the only AI-based platform that enables both business and IT to integrate their apps and automate workflows across their enterprise with robust security and governance.

They are looking for exceptional Presales Solutions Consultants across Europe to join their growing team. Reporting to the regional VP, you will play an integral role in driving and managing the solutioning and evaluation phases of the sales process and will be an integral member of the account teams. We are looking for a top performer who can establish & maintain strong relationships throughout the sales cycle, and who exudes a passion for understanding the needs of the customer and articulating the value of Workato's products and solutions in meeting those needs.

Requirements

- 1) BA/BS or equivalent education – Computer Science degree is a plus
- 2) 3-7 years of pre-sales experience in a SaaS/iPass organization
- 3) Hands-on experience with automation technologies, middleware, integration architecture patterns, web services technologies, enterprise messaging patterns, APIs, SOA, ESB, BPM, SDKs, and Databases
- 4) Experience with cloud technologies – iPaaS, SaaS applications, cloud infrastructure
- 5) Knowledge of integration and knowledge of Ruby programming plus

Ability to learn new concepts, technologies and solve problems

Strong interpersonal skills with the ability to convey and relate ideas to others and work collaboratively to get things done.

Excellent presentation abilities and composure in front of all levels of technical and business audiences

Ability to lead architectural discussions

Excellent verbal communication, written communication, and presentation skills in front of all audiences.

Ability to travel as needed and to work flexible hours throughout the sales territory.

Responsibilities

This is a remote role, candidates based anywhere in Europe are welcome to apply! You will be responsible to:

Be our customer's most trusted advisors by realizing value propositions and platform capabilities to achieve their business outcomes.

Own the technical diagnosis, prescription, and validation phases of the sales cycle and provide a consultative approach in advising customers.

Effectively team with AEs, Solution Architects, and other functions to evangelize our platform, approach, and architecture tailored to the customer's business and drive the technical sales stages to completion.

Work in very close alignment with Customer Success to make the solution a reality for the customer.

Articulate and educate on business, technical, and architectural concepts to a variety of audiences, including business users, developers, architects, IT operations professionals, and senior IT management.

Sell the value of products using multiple formats/channels, including phone, presentation, and live/online product demonstrations.

Create and deliver custom product demonstrations to support the sales cycle.

Perform business and technical discovery with customer prospects and be able to architect/build proposed solutions using products.

Successfully manage and execute technical workshops and proof of concepts (POCs), on-site or remote.

Able to respond to functional and technical elements of RFIs/RFPs.

Collect feedback from the field, synthesize, analyze and channel to Product Management

and Engineering for product roadmap.

Responsible for representing the product to customers and at field events such as conferences, seminars, etc.

Support Marketing with developer marketing and evangelism activities, including writing blogs, participating in demo-driven webinars, and speaking at industry events.

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Cross References and Citations:

1. Presales Solution Consultant iPaaS Denmark [Plumberjobs Jobs Denmark Plumberjobs](#)
2. Presales Solution Consultant iPaaS Denmark [Civiljobs Jobs Denmark Civiljobs](#)
3. Presales Solution Consultant iPaaS Denmark [Protectiveservicejobs Jobs Denmark Protectiveservicejobs](#)
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