

**Job:** Presales Manager

**Experience:** 4 + years

**Location:** Bangalore

**About the Company: -**

ILANTUS is a global leader in Identity and Access Management. With 19 years' experience ILANTUS has built products that are breakthrough and unique. ILANTUS is looking to achieve more than 100% plus YoY growth.

**Position Details: -**

The selected candidate will be responsible for supporting the sales teams, sales partners and self-service prospects to help drive revenues.

We are looking for entrepreneurial attitude, sound communication skills. Most importantly we are looking for people with the passion to see beyond general day to day work, ability to maintain a good working culture, and passion for sales. We promise excellent growth opportunities for the right candidates.

**Job Responsibilities**

- Working on India business reporting into the Sales head
- **This a global role and the selected candidate will be working on opportunities for various regions**
- Ability to gather customer requirements and map with product features
- The selected candidate should be proficient in working on proposals, maintain the correct structuring of proposals, solutioning based on customer's requirements as well as work with multiple internal teams as and when required
- Ability to conduct demos for prospects, customers and partners
- Responsible for suggesting significant customer requirements to add to the product roadmap
- Ability to give presentations to customers and partners
- Address and respond to issues during customer evaluations
- Address the scope and possibility of customisation and integration requirements
- Suggesting solutions and work-arounds for requirements that are not available out-of-the-box (without requiring customisation)
- Transfer knowledge to sales teams on common issues & queries
- Work with documentation to document Q&A
- Help build test and use cases for requirements that are met by the product and which have not been considered

**Required Skills:**

- 4 + years' technical pre-sales experience
- Positive, Self-starter & Proactive
- Highly motivated with ability to handle multiple tasks and deliver on deadlines.
- Excellent communication and networking skills.

- Preferred from a consulting sales background and worked in large IT product development/ service based companies.
- Security sales experience in India market would be an added advantage
- Willingness to travel extensively

**Qualification:**

- **Minimum 2 years' experience in working with B2B product-based companies**