

Pre-sales Consultant

About AccountsIQ

AccountsIQ is a fast-growing accounting software company with a hard-working team that's having amazing success and a good deal of fun in the process. This role is London-based, but we also have our head office in Dublin. We are a diverse bunch and believe that people are at the heart of our success. Our core values of co-innovation; commitment; personal and professional services; and honesty are at the heart of our business, so it will be a pre-requisite for the successful candidate to reflect and embody this. We strive to provide a fantastic work experience and are passionate about promoting well-being and lifestyle working arrangements.

What do we need?

This is an amazing opportunity to be the first pre-sales consultant within our company and subsequently grow your own team. As we embark on an exciting phase of growth, we are offering you the chance to be an essential member of the sales team and grow your pre-sales career.

Pre-sales is a key role within the organisation, supporting and contributing to sales opportunities for new and existing customers through the provision of financial software solutions. The pre-sales consultant is responsible for supporting individual sales situations through discussions, meetings, demonstrations, presentations, trials and proposal documentation. In addition to this is the ongoing maintenance of the pre-sale's environment and product marketing support.

Key Responsibilities

- Responding to RFI's/RFP's/PQQ & ITT documents
- Demonstration scoping and preparation
- Client presentations and demonstrations
- Support with product strategy and market research
- Environment maintenance
- Building trial environments

Ideal Profile

- Minimum of 3 years work experience in a similar role
- Working knowledge of a financial/procurement systems
- Extensive experience in presenting and demonstrating systems
- Education to Degree level
- An accountancy qualification is an advantage but not essential
- Full driving licence
- Exceptional presentation and demonstration skills
- Excellent verbal and written communication skills
- Outstanding rapport building and interpersonal skills
- Ability to work as part of a team

- Customer facing image
- Excellent organisational skills and attention to detail
- Ability to work under pressure to tight deadlines
- Ability to work on own initiative
- Exceptional dedication and a good work attitude
- Willing to travel throughout the UK and Ireland

What do we offer?

- A dynamic work environment within a diverse and passionate team
- A high level of responsibility and ownership of your work
- In-house training
- A platform to contribute your own ideas from day one and deliver effective and innovative processes
- The opportunity to make the role 'your own' by developing a strategy that effectively supports the business
- A mentor to guide you through work life at AccountsIQ and help you grow
- The opportunity to be a key part of the team and build your career at a rapidly expanding technology company
- Clear career progression
- Fantastic people
- Company pension scheme
- Private health scheme
- Competitive salary

The interview process

- Call with in-house HR Manager
- Call with immediate Manager
- Facer-to-Face meeting
- Assignment or presentation

If this sounds exciting and you think you're what we're looking for then apply with your CV and up to 300 words or 3 minutes talking on camera letting us know what excites you about Accounts IQ and what will excite us about you! We will endeavour to feedback to every applicant, but we will contact you if your skills and experience are a strong match for the role. Can't wait to hear from you!

Closing date: 30th June 2019. We'll be interviewing as we go along, so there is a possibility the role may close earlier than advertised. So don't delay!

Important: *All applicants must have the right to live and work in the UK at the time of submitting your application; unfortunately, AccountsIQ are not licensed to sponsor overseas workers.*

****No agencies please****