

## Presales Consultant/ Inside Solution Architect

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Company: Serigor Inc

Location: India

Category: other-general

Job Title - Presales Consultant/ Inside Solution Architect Location - Delhi (Remote) Job Type - Full Time Serigor Inc is a Maryland based, CMMI L3, Woman Owned Small Business (WOSB) specializing in IT Services, IT Staff Augmentation, Government Solutions and Global Delivery. Founded in 2009, we are a leading IT services firm that delivers deep expertise, objective insights, a tailored approach and unparalleled collaboration to help US government agencies and Fortune 500 companies confidently face the future while increasing the efficiency of their current operations. Our professional services primarily focus on IT services portfolio including but not limited to Managed IT Services, Enterprise Application Development, Testing and Management Consulting, Salesforce, Cloud and Infrastructure Consulting, DevOps Consulting, Migration Consulting, Service Management, Custom Implementation and IT Operations & Maintenance, Remote Application & Infrastructure Monitoring and Management,, Big Data as a Service, and Data Science Consulting practices. Please Note: This role requires overall 7+ years of work experience in Technical Solutioning in Pre-sales ( IT industry). MUST be available to work in US EST time zone (7 PM IST to 4 AM IST) This is 100% REMOTE / Work from Home opportunity. Job Overview: The Presales Consultant/ Inside Solution Architect leads, plans, schedules, and oversees the Proposal Development Lifecycle. The Presales Consultant/ Inside Solution Architect MUST be hands on in writing proposals with demonstrated skills and experience in writing exceptionally high quality proposals. The Presales Consultant/ Inside Solution Architect will report to the Director of Presales. The Presales Consultant/ Inside Solution Architect is responsible for managing the Proposal Processes to produce 100% compliant and

compelling proposals. The Presales Consultant/ Inside Solution Architect provides Subject Matter expertise, guidance, and assistance to Proposal Managers, Proposal Writers, and Proposal Team Members. The Presales Consultant/ Inside Solution Architect MUST demonstrate skills and abilities in both writing and managing proposals for Federal and State Government Agencies. State experience is required and a four-year degree in a related field is preferred.

**Detailed Responsibilities:**

**Understanding Customer Requirements:** Work closely with sales representatives to understand the specific needs and challenges of prospective customers. This involves gathering requirements through direct communication with clients or by reviewing RFPs (Request for Proposals) and other documentation.

**Solution Design:** Design comprehensive technical solutions that address the customer's requirements and align with their business goals. This may involve leveraging existing products or services offered by your company, customizing solutions, or integrating third-party technologies.

**Technical Presentations and Demonstrations:** Prepare and deliver presentations and product demonstrations to showcase the proposed solutions to potential clients. These presentations should effectively communicate the value proposition and technical capabilities of the proposed solution.

**Proposal Development:** Collaborate with the sales team to develop proposals, including technical specifications, pricing, and implementation timelines. Ensure that proposals are tailored to meet the specific needs of each customer and differentiate your company from competitors.

**Technical Expertise:** Stay updated on the latest technologies, industry trends, and best practices relevant to your company's products and services. Leverage your technical expertise to address customer inquiries, provide guidance, and offer insights during the sales process.

**Proposal Authorship:** Writes original text and develops illustrations for the proposal.

**Responsible for incorporating proposal strategies, themes/discriminators, technical/management, features and benefits, and other material into the proposal sections.**

**Edits text in compliance with Management guidance.**

**Lead Generation:** Reviews and analyzes solicitations – RFI's, RFP's, and RFQ's.

**Coordinates with proposal team for RFP Release Dates.**

**Researches Client Requirements.**

**Maintains the Past Performance Database.**

**Required Qualifications:** Overall 7+ years of work experience with recent relevant experience of 7-8 years in Solutions/ Pre-sales in IT industry. Must be available to work in US EST time zone (7 PM IST to 4 AM IST). Demonstrated skills and abilities in both writing and managing proposals for Federal and State Government Agencies. State experience is required and a four-year degree in a related field is preferred.

**Proposal Management for Federal Government Proposal Development Efforts**

ranging in value from \$5 Million to \$75 Million Total Contract Value Professional Services Firm  
Work Experience required Management Consulting Firm Work Experience highly  
desirable Solution Architecture experience is highly desirable IDIQ Contract Vehicles and Task  
Orders Management Consulting and IT Services Proposals for Federal Civilian and State  
Department Federal government procurement policies and practices Proficiency in Microsoft  
products including Word, SharePoint, and PowerPoint Proposal Development Methodologies  
– Shipley, Capture Planning, or FED Market

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