

Senior Consultant – Pre Sales

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Company: Icertis

Location: Pune

Category: other-general

With unmatched technology and category-defining innovation, Icertis pushes the boundaries of what's possible with contract lifecycle management (CLM). The AI-powered, analyst-validated Icertis Contract Intelligence (ICI) platform turns contracts from static documents into strategic advantage by structuring and connecting the critical contract information that defines how an organization runs. Today, the world's most iconic brands and disruptive innovators trust Icertis to fully realize the intent of their combined 10 million contracts worth more than \$1 trillion, in 40+ languages and 93 countries. **Who we are** Icertis is the only contract intelligence platform companies trust to keep them out in front, now and in the future. Our unwavering commitment to contract intelligence is grounded in our FORTE values—Fairness, Openness, Respect, Teamwork and Execution—which guide all our interactions with employees, customers, partners and stakeholders. Because in our mission to be the contract intelligence platform of the world, we believe how we get there is as important as the destination. We are looking to hire a strong Pre-Sales Specialist with expertise in enterprise products. **Title will be Sr Consultant or Lead Consultant based on experience, skill set and interview evaluation.**

Responsibilities:

Configure the product to address business scenarios of clients for demos and POCs.

Provide solution consulting to global Pre-sales team and clients.

Respond to RFIs/RFPs/RFQs and create proposals.

Engage with Product Engineering in developing, verifying, and rolling out product features.

Manage Pre-sales demo instances to effectively pitch the product offerings across verticals.

Enable the Pre-sales team with new release features and offerings.

Contribute to ensuring smooth operations within Pre-sales team from RFX to Deal closure.

Work with Product Marketing team in authoring case studies and other product collaterals.

Skills and Qualifications:

4 to 8 years of experience in Pre-sales/Product Management/Professional Services functions for enterprise products or solutions.

Experience in understanding client requirements and configuring enterprise applications.

Experience in responding to RFX and creating proposals.

Experience in explaining functional requirements to engineering team and getting the features developed and refined as required.

Good presentation and communication skills.

Quick learner, ability to multi-task and work under pressure.

Ability to engage with diverse audiences across geographies.

Any domain experience or IT experience in contract management, procurement or sourcing will be an added advantage.

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