



Company : Avench Systems Pvt Ltd | Bangalore (www.avench.com)

Post : Pre Sales Technical

Job Code : ASPL-PST

Educational Qualification : BE / B Tech (E & C)

Experience : 0- 1 yr experience (Junior) OR 5 Yrs + exp. (Senior)

Job Description :

Avench Systems Pvt Ltd : is an established player in embedded technology and IoT space with 40 member team based in Bangalore. We are looking for BE / B Tech (E & C) engineers for our international sales div as Pre Sales Technical Person ,based out of Bangalore.

1. Pre Sales Technical person is responsible for technology support to S&M division
2. Willing to learn practice areas of ASPL and new technology very quickly
3. Discuss and document the technical requirement of client in detail
4. F2F meeting / Intl call with prospects to understand the pain areas
5. Work in tandem with customers to formulate excellent solution
6. Work with S& M team members effectively to close deals
7. Discuss with ASPL technology team to arrive on desired solution
8. Prepare accurate effort estimation for every project in time
9. Prepare high quality technical proposals in time
10. Build business case studies for every finished projects.
11. Develop Case studies from old successful project proposals
12. Accurate Sales forecasting & sales pipe line management
13. Client communication till client order is confirmed
14. Recording the client data , proposals , case studies in CRM
15. Manage CRM very effectively and efficiently.
16. Present the project scope during Project Initiation stage to all stake holders
17. Tele call with sales team to nurture new leads
18. Technical doc preparation for web site & social media
19. Be a valuable contributor for every client engagement.
20. Report to Director – Sales on daily basis

BACKGROUND

- Past experience working as a technical pre sales position preferred.
- Must have adequate technical knowledge in the field of embedded / IoT space.
Should possess the ability to communicate technical information to non-technical staff.

Apply with resume to : career@avench.com

