

PRE-SALES

Formation : BAC +5 Type Ecole de commerce ou équivalent

Expérience souhaitée : Expérience de 5 ans professionnelle

Rémunération : à définir selon le profil

Lieu : Gennevilliers

Merci de transmettre lettre de motivation et CV à : drh-videlio@videlio.com

DESCRIPTIF DU POSTE

Entreprise de services numériques, VIDELIO met en place des solutions et services clés en main pour les entreprises dans des secteurs variés comme le corporate, le commerce de détail, l'hôtellerie, les médias, la sécurité et la défense et l'événementiel.

Sa filiale VIDELIO – IEC est spécialisée dans la conception, le déploiement, l'exploitation et la maintenance, de systèmes et solutions audiovisuelles destinés aux entreprises des secteurs publics et privés.

Pour plus d'informations, visitez www.videlio.com

Activités et responsabilités clés

Attached to Project Manager, the Pre-Sales responsibilities will be to :

General objectives

The company is pushing the distribution of Partner Products with the goal of increasing the sales figures and the market share of Partner and ensuring the forecast

The employee :

- Serves as the central contact person / consultant for the Partner Products within VIDELIO for customers, including ensuring communication with the pricing, strategy, product information
- Identifies market potentials and develops sales plans
- Engages to evangelise Partner Products with customers (demonstration / internal training)
- Support to Partner action planning and its implementation (design, implementation and reporting)
- Coordinates all involved parties: Sales, Telesales, Services & Support, Solution Provider, if applicable.
- Responds to the weekly forecast process (including the processing of special requests & deal reg.)
- Ensures punctual delivery of all surface relevant reports
- Coaches all sales teams around the Partner Products

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Tasks

- The employee supervises customer opportunities and is responsible for the development of these to ensure the target achievement
- The employee initiates and coordinates joint marketing and sales activities in order to increase the leverage of the activities surrounding Partner Products
- The employee recognizes common market opportunities and creates corresponding business and sales plans
- Performance records / reporting monthly including :
 - Project Status. Short description of all the projects that are driven by the employee, including a description of his / her role / role as well as the information which runs well, where there are challenges.
 - Pipeline updates. Presentation of the entire pipeline and the monthly pipe growth.
 - Sales figures for all segments. Presentation of the total sales figures as well as the monthly sales figures growth.
 - Feedback on current challenges and customer feedback
- Participates in the Partner training and training courses on products (especially for new releases).

COMPETENCES

From a technical background and training, you have spent between 2 and 5 years as a pre-sales engineer or consultant and have acquired solid IT experience.
You have excellent knowledge of data and IS protection and you know the major market players
Excellent interpersonal skills.
You are organized, curious and have excellent writing skills which enable you to be a credible internal and external contact.
You can build complex technical architectures.
You work indifferently in French and in English.
International experience appreciated.