

Integration Solutions Technical Sales Expert

Description

- Positioning the company Integration Software portfolio value through architecture discussions and workshops
- Setting the technical strategy for Integration sales opportunities
- Leading requirements gathering and analysis
- Develop technical solution and briefs using standard design methodology and tools.
- Design client solutions employing cross functional SW offerings where applicable
- Preparing and presenting client-facing presentations and whiteboard discussions, organize Demos & POCs.
- Developing ROI and economic models to justify investments in the proposed solutions stacks.
- Working as an integral part of a sales team and coordinate with branches to pursue sales cycles
- Establishing trusted advisor relationships with CxO and decision makers
- Preparing sales presentations with solution offerings, design, case studies and proof points.
- Preparing SW account plan with sales and account team
- Create slides from a competitive point of view to win deals for GBM
- Keep up to date on emerging industry trends & technologies.
- Develop Technical solution design using industry standards methodology and tools for innovative solutions.

Responsibilities

- Bachelor/Master's degree in IT related area
- Minimum of 10 years of experience in the Integration Software domain
- Excellent Communication & Presentation skills
- Should have experience in creating technical solutions across different industries using the Integration software portfolio
- Ability to multitask and work on multiple opportunities simultaneously
- Proven Track record of Success in sales opportunities

Qualifications

- Ability to develop a broad awareness of the client's technical architecture and emerging technologies and in turn assist the sales team in proposing new solutions to prospective clients
- Possess a deep understanding of Software development and management processes
- Technical Subject Matter Expert in Integration Software domain
- Problem Solving
- Communication
- Solution Selling strategies and techniques
- Prospecting, qualifying and Closing sales leads
- Developing value proposition, ability to create Sales Plays which are relevant to customer needs
- Leverage Sales Tools, Data & Analytics

Skills

Hiring organization

Roots Management Consultants on
Behalf of Customer

Employment Type

Full-time

Date posted

2021 ,25 000000

- Technical Expert on Integration Software Domain, with specific experience on IBM Cloud Pak for Integration
- Proven experience on IBM API Connect, IBM App Connect, DataPower and MQ
- Excellent knowledge on the concepts of Containers and Kubernetes
- Hands-on knowledge of Containers, Kubernetes and RedHat OpenShift will be a big plus
- Working Knowledge on Apache Kafka will be a big plus
- Excellent Presentation and communication skills
- Hands-on capability to demonstrate software solutions
- Time Management
- Attention to detail and quality
- Capability to build technical and commercial proposal which highlight the value being offered