



**PROFILE Software** ([www.profilesw.com](http://www.profilesw.com)) is an award-winning financial solutions provider, with offices in **Geneva, Dubai, London, Singapore, Athens and Nicosia**, delivering market-proven solutions to the Banking and Investment Management industries. The company is looking for the following candidate:

## **PRE-SALES TECHNICAL CONSULTANT – FINANCIAL SECTOR (FPTC)**

### **Job Description**

The "Pre-Sales Technical Consultant" provides technical and operational support to the Sales team. The right person works in close partnership with the Account Managers to achieve successful presentation of the company's solutions to the market. He/She proposes designs of the solutions/products and provides product(s) related technical or operational service worldwide.

### **Responsibilities**

- Required to provide sales department support for all pre-sales activities (product marketing, meetings, product presentations, RFPs response, workshops, etc.)
- Develop specialization and full understanding of the company's products that he/she will be assigned to
- Works closely with the Account Managers to define a strategy of the most suitable market approach as well as to provide the best possible proposal according to clients' needs
- Works with product experts to address client requirements and business trends

### **Requirements**

- Graduate Degree (Postgraduate degree in Maths, Business Administration,, Finance, IT, is considered a plus)
- Excellent command of the English. Additional Languages (French, Arabic, German) are considered a plus.
- Proven verbal and written communications skills

### **Package:**

Competitive remuneration package, excellent career prospects, continuous training, modern and friendly work environment.

Please send your CV with a covering letter indicating the job code (FPTC) to the email address below (All CVs are treated in strict confidentiality): [hr@profiles.com](mailto:hr@profiles.com)