

Presales Consultant

HYPE Innovation is a global leader in end-to-end innovation management software. HYPE's powerful platform allows organizations to engage thousands of employees in idea generation and collaborative problem solving. We help companies focus on measurable business outcomes that can be tracked through to execution. Companies work with HYPE for our flexible products, our deep expertise in innovation management, and our long history of success with some of the largest organizations in the world.

Our client community includes global companies such as GE, P&G, Bombardier, DHL, Roche, Nokia-Siemens, Daimler, Airbus, Nike, Mattel, General Mills, Saudi Aramco, Bechtel, Clorox, Deutsche Telekom, and many more. Our 85 employees are spread across two continents. We have US offices in Boston and San Francisco. HYPE's headquarter is located in Bonn, Germany.

For our office in Boston/Cambridge we are looking for a:

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MAIN RESPONSIBILITIES

- Support the US sales team to achieve their targets, by providing a range of presales activities, including:
 - Conduct product presentations and demonstrations to qualified prospects online or face to face onsite at the prospect's locations, or at events and tradeshows
 - Provide specialist advice throughout the sales cycle, relating to the feasibility of the software solutions
 - Translating the requirements of the prospect into technology solutions which HYPE can deliver
 - Estimate and forecast the amount of time it will take professional services to deliver projects for customers
 - Complete written proposals
 - Work closely and collaboratively with other departments, especially Account Managers, Marketing, IT, and Product Development

REQUIREMENTS & QUALIFICATIONS

- You have a bachelor degree in Business Administration, Computer Science or another relevant discipline
- You have prior experience as a Presales Consultant or Consultant selling or implementing software solutions (2+ years), or equivalent experience
- Your verbal and written communication and presentation skills are excellent
- You have analytical skills, attention to detail and problem-solving skills
- You are a team player but also have the ability to work autonomously
- You have the ability to work on multiple proposals and you should be familiar with acting in an international work environment, handling different time zones and different cultures
- The position will require some travel mainly throughout the United States

HYPE delivers to our global team

- An attractive, results-oriented compensation package
- An excellent, highly professional work environment
- A dynamic, global team of professional colleagues
- Unparalleled experience working with enterprise clients across the globe
- Working at the heart of the exciting innovation management industry

Please submit your cover letter and resume to:

jobs@hype.de

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