

Job Title: Pre-Sales Consultant

Department: Operations
Reports To: VP Operations
Seniority Level:
Employment Type: Full-time

SUMMARY

6Connex, a leader in virtual events software, has an exciting **pre-sales opportunity** to help lead our growth. We are seeking someone who enjoys the entrepreneurial environment of a small company, and passionate about scaling a growth-oriented organization. The pre-sales position will be responsible for product feature knowledge, supporting sales on the technology, scoping deals with customers, and working on integrations and technical implementations. The ideal candidate has experience in SaaS sales models, and selling into and working with functional departments (sales, marketing, training, and HR) within large enterprise organizations.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Develop expert level knowledge of the Virtual Environment solution, features, use cases and capabilities
- Help position and sell 6Connex products and services in support of the Sales Team through contract signing
- Lead product and technical demos to clients and prospects
- Own and facilitate completion of solution related RFX and questionnaires
- Be an authoritative resource to answer client and internal questions about capabilities
- Understand the pricing model and work with sales to scope and price out new opportunities
- Align with Product team on the current and to be product portfolio and value proposition to position within existing customers and prospects
- Be creative in your approach to help clients reimagine their events in a virtual space

QUALIFICATIONS AND REQUIREMENTS

- Bachelor's degree required
- Minimum 3-5 years related work experience
- Understanding of virtual event platforms, webcasting solutions, and emerging technologies in the remote engagement field
- Technical aptitude and ability to pick up on new technology
- Practical technical logical thinking
- Ability to think through the user journey and transfer to a practical solution
- Demonstrated curiosity, resilience and endurance
- Strong presentation and written communication skills, including grammar and composition
- Experienced using CRM tools - HubSpot CRM familiarity a plus
- Intermediate knowledge of MS Office (Word and Excel) or Google business applications a plus
- Experience with delivering technology remote demos
- Comfortable with sales cycle complexities
- Independent detail-oriented self-starter
- Teamwork oriented attitude

- An approachable nature and the ability to build trusting relationships with internal and external customers.
- Strong time management skills. Must be able to handle multiple projects simultaneously in a fast-paced environment
- Must be able to work self-directed with an ability to multi-task
- Must be willing and able to flex work hours periodically based on business needs

LOCATION

The position is located at offices in the Tech District in beautiful downtown San Antonio. Can also be remote for right candidate. We offer competitive compensation, great career growth potential, and a comprehensive benefits package

ABOUT 6Connex

6Connex is a member of the Dura Software family of companies and providing global software and services for enterprise online events. Our cloud-based product portfolio includes virtual environments, learning management and webinars. Designed for marketing, sales, recruitment, training and HR communications, we transform big ideas into real-world results. Our customers include Salesforce, Blackrock, GE, SonicWall, Ericsson, CA Technologies and Fiserv. For more information, visit www.6Connex.com.

Job Type: Full-time

Salary: \$75,000 - \$90,000 /year

Benefits:

- Health insurance
- Dental insurance
- Vision insurance
- Retirement plan
- Paid time off
- Flexible schedule
- Parental leave