

Senior Presales Consultant Aerospace & Defence Jobs in Dubai | IFS

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Company: IFS

Location: Dubai

Category: sales-and-related

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Responsibilities:

- Participate in product presentations with prospects and customers with a focus on the business value delivered
- Provide relevant domain expertise and context to asset and MRO focused customer opportunities related to the management and support of key assets
- Provide answers to (architecture / business) questions in a Request for Information (RFI) or a Request for Proposal (RFP)
- Working with the sales organisation to address business needs for the customers
- Work to understand the wider architecture of the customer environment, looking for additional value IFS could add with an extended solution
- Ensure discipline of excellence and passion to every customer engagement
- Support at external and internal customer facing events
- Ensure the successful delivery of Proof of Concepts (POC) is tied to the customers' success criteria and business initiatives
- Maintain a degree of knowledge of specific IFS products and services including roadmaps and occasional liaison with Product Management.
- Use the knowledge and/or the understanding of the major customers' requirement to provide and/or propose commercially and viable product/solution improvement feedbacks
- Ensure that a business case or strawman business case is created where possible (Value Engineering)

- Use discovery and questioning skills to ensure any wider issues are understood, for example integration into other customer systems, single sign on concerns, etc.
 - Engage in problem solving approaches with clients, run workshops to discover and design creative solutions to problems. This is likely to include a complete system design which includes technology or problems alongside the normal IFS product. Problem solving and solution creation rather than a focus on product delivery.
 - Discuss and demonstrate business benefits and value to a customer of a technical solution.
 - Translate technical and business requirements into cost-efficient solution for a complete customer problem solve – not just our product
- Use financial modelling and terminology used in the creation of business cases both internally and with prospects, clients and partners.
- Lead teams and work with senior stakeholders in customers to help create customer internal business cases, discover problems, design solutions that are complete, not just IFS product – but including wider integration concerns.
 - Oversee the qualification and bid management process to ensure that IFS is bidding for business that it can win
 - Maintain a strong degree of knowledge of all products and services including roadmaps and regular liaison with Product Management
 - Ensure the successful delivery of Proof of Concepts(POC) that are tied to the customers' success criteria and business initiatives – driving a value message at all times
 - Use the knowledge and/or the understanding of the major customers' requirement to provide and/or propose commercially and viable product/solution improvement feedbacks of large and complex customer requirements – involving senior management where needed
 - Stay abreast of key industry and business issues, options and advancements relevant to the area of specialization
 - Ensure that a wider understanding of the customers business landscape is in place
 - Work to understand the wider architecture of the customer environment, looking for additional value IFS could add with an extended solution
- Promote cross-team based working and sharing of business value cases across teams

Cross References and Citations:

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