

8 REASONS TO JOIN OUR TEAM

1

Great Career Opportunity

We think like a successful start-up that always finds new opportunities to grow and develop our expertise. Our team members love to take on new challenges and seek resources to advance their work and careers.

2

We're smart

With deep innovative talent we succeed in solving complex problems and developing innovative solutions. We don't apologise for being the brightest sparks in the room.

We Win

We dominate our market because we have the best technology in the industry combined with some of the best brains in the world.

3

Remarkable Colleagues

We are team players and enjoy working together. We embrace our diversity and the excellence that accompanies striving beyond the normal. We have fun but never lose focus of our objectives.

4

5

Big Brand Clients

Our technology is used by over 90% of Fortune 500 to help them deliver strategic business value and tangible results.

6

Learning Opportunities

Career development is important. We help you build your skillset by providing in-house training as well as support external training and development.

Global Footprint

We provide opportunities to work with global clients and staff.

7

Amazing Technology & Tools

We have a passion for continuous improvement. New ideas, tools and technology spread through the company fast. We welcome experimentation and encourage risk. This is how some of the best innovations are born

8



Presales Consultant

Join our team as a Presales consultant to showcase our world-class GRC software solution! Our Presales team play a vital role in generating revenue and ensuring our clients have a strong understanding of the value our Software offers. We are the sole reseller of this software in South Africa, a solution that is currently used by 89% of the Fortune 500. You will be responsible for Demonstrations of the product, assisting with POC's, RFP's and aiding in closing the deals.

Reporting to:	Head of revenue(s) for regions
Management level of the role:	This is not a management role
Working environment & travel:	Exceptionally busy, team-orientated environment. This role will require some travel nationally. Driver's license and own transport is essential.
Working hours:	07h30 – 16h00 or 08h00 to 16h30 or 08h30 to 17h00

Key deliverables

- Prepare and demo solution presentations and/ or technical proposals.
- Manage various technical validation activities such as POC's.
- Present the value of the Galvanize products to a variety of.
- Assist the sales team in generating revenue.
- Provide detailed RFI's and RFPs to our clients.
- Interfacing with prospective clients at a senior level.
- Understand the business requirements of the prospective customer and recommend the best optimal solution.
- Ensuring you are always up to date with the full product range and its functionality.

Technical knowledge, skills & abilities

- Excellent written communication skills, experience of preparing proposals and responses to ITTs.
- Experience in managing Proof of Concept activities on customer premises.
- Ability to communicate a technical message with business relevance to a non-technical audience as well as a technical audience.
- Excellent presentation abilities and composure in front of all levels of technical and business customers or prospects.

Behavioural, soft competencies & skills

- Excellent interpersonal, relationship-building and networking skills.
- Ability to confidently communicate with C-suite individuals.
- Proven ability to meet deadlines and thrive under pressure.
- Ability to multi-task and work across multiple projects and clients, without dropping-the-ball.
- Well-spoken and presentable with exceptional presentation skills.

Education & qualifications

- Matric certificate.
- Bachelor's degree

Details of experience

- At least three years of experience in a presales consulting role, preferably software solutions.
- Excellent presentation abilities to all levels in a business i.e., Tech/ C-level.
- Ideally have experience in the Audit/GRC software space.



What would make the applicant successful in the role?

- Demonstrate a passion for the products and the domain.
- Resourceful, creative, and strategic in troubleshooting problems.
- The candidate must have strong interpersonal skills.
- Be self-motivated and a collaborative team player.
- Be DRIVEN.
- Can name more than three Star Wars characters.

We are committed to employing based solely on MERIT,
irrelevant of gender, religion, or race

For more information, or any questions contact Tamsin Jatho, tamsinj@surtech.co.za

