



Pre-Sales Manager: London or Dublin

Sentenial is offering you an opportunity to hold a significant role in a highly successful software business success story. Established in 2003, Sentenial is the leading provider of Direct Debit processing services and solutions for numerous national Direct Debit schemes, and is a forerunner for SEPA (Single Euro Payments Area). With clients ranging from SMEs to large global banks using our Direct Debit facilities, we've built a reputation for best in class products, accurate and efficient delivery, and excellent customer service.

Sentenial is an ambitious, dynamic and fast-growing company and are currently seeking to recruit a hard working, driven, self motivated Pre-Sales Manager who is keen for an opportunity to make a difference. In turn Sentenial offers candidates the opportunity to work in a dynamic environment and to be part of a cutting edge team with world class customers.

The role involves:

- Supporting the Sentenial sales cycle by working closely with the Executive Vice President, Sales & Marketing, the sales managers and customers to build business cases and architect solutions.
- Involvement at all stages of the Sentenial sales cycle including but not limited to the following; sales meetings with the customers, understanding customer requirements and issues, communicating these requirements back to the relevant business teams, working with the business teams in building solutions and communicating effectively to demonstrate a technical and organisational ability to deliver.
- Building consensus and selling technical concepts to new and existing customers.
- Presenting formally and informally to new and existing customers.
- Representing and presenting on behalf of the company on customer sites, at various events and at conferences.
- The role will require product demonstration to prospective customers, both at the technical level as well as being able to communicate the benefits and demonstrate these to our prospective clients.
- Regular travel to customer sites and other Sentenial offices within Europe (average one day per week).
- Working closely with internal teams to solve business challenges.

Candidate Requirements:

- Candidates should have a 2.1 or higher in a Business or IT related discipline.
- Candidates must have at least 3 years experience in a similar role in a Pre-Sales role.
- Experience of working with Banking / Payments software is an advantage, as is experience of selling vendor solutions to European banks.
- Candidate must be sales-oriented, proactive, confident, credible, with outstanding verbal and written communication and customer facing skills and keen to learn with a strong new business development attitude and good commercial awareness.
- An ability to prioritise own workload, work to strict deadlines and effectively manage time.
- A professional manner with excellent interpersonal skills.
- A demonstrated ability to work independently and collaboratively within a dynamic environment.
- Experience of working with a solutions based methodology/ approach.
- A demonstrated ability to articulate the technical features, competitive advantages and business benefits of a product.

- Produce formal written proposal to customers, plus project manage input into such proposal from other business areas.

Desirable:

- SEPA knowledge and experience.
- A second European language is advantageous.

To apply please quote Pre-Sales Manager Position and send a CV / cover letter to careers@sentenial.com

No assistance required from agencies at this time. Thank you.