

We are a technology recruitment partner focused on search and selection of IT experts internationally. Currently, we are looking for an accomplished expert for the role of Pre-Sales Manager. We offer a rewarding and exciting professional experience and opportunity to develop your career in a highly competitive international environment.



Pre-Sales Manager

Location: remote , Warsaw (Poland)

We are looking for an experienced Pre-Sales Manager, who will strengthen our team dedicated to BaaS solutions.

This is a truly unique opportunity for someone who has the ambition to play a crucial role in setting up the way we work with prospect clients across Europe.

Purpose of the role

The primary purpose of the role is to work closely with the sales team to identify and qualify new client prospects based on a diligent approach to understand client needs and matching solutions.

What you will be doing

- ◆ Work with Sales and other teams to develop materials for detailed assessment of relevance and opportunity for new sales
- ◆ Conduct preliminary discussions with prospect clients to help them understand our products and platform making a bridge between the sales team and the client
- ◆ Lead product demonstrations, technical presentations, solution discovery, and proof of concept discussions and shape our RFPs with aim to help the client understand how our solutions will fit into their offering
- ◆ Guide prospect clients through technical buying journey through to termsheet signing
- ◆ Lead technical discussions with prospect client technical teams to clarify doubts on the API documentation and integration aspects
- ◆ Help Sales team with proposals and clarifications especially in the aspects of technical solutions and ideas feasibility and pricing
- ◆ Work closely with the Sales, Account Managers, Tech, Product, Finance and Delivery Teams and in particular with the Client Solutions Team to ensure that the solutions we propose are properly designed, priced and developed. Based on feedback provided by clients, engage with the Client Solutions Team to further improve our offering
- ◆ Develop broad and deep understanding of our capabilities and architecture



Skills you should have

- ◆ 5+ years of experience working both financial and technical backgrounds
- ◆ Experience from working in a fintech or in an innovative, digital bank is a must
- ◆ Strong organizing skills and an real obsession for details and accuracy
- ◆ Demonstrable technical aptitude and ability to explain technical details and requirements to a non-technical audience
- ◆ Ability to resolve conflicts, build good rapport with clients, set priorities and escalate when appropriate
- ◆ Excellent communication and presentation skills to work well with prospect clients and our teams internally
- ◆ High level of integrity, adaptability, ease of handling multiple responsibilities and, as we give a lot of freedom in the way we work, ability to work with minimal supervision and maintaining proactive mindset
- ◆ Self-starter, passionate about technology, comfortable working with ambiguity in a fast-paced scale-up
- ◆ Ability to communicate effectively in English, verbally and in writing

What we offer

- ◆ You will have an impact on new digital embedded banking solutions that will give more consumers direct access to better products and services from the brands they use every day.
- ◆ We offer a flexible form of contract according to your preference and the characteristics of the job.
- ◆ We are also flexible with your work location: this can be your home or our office, depending on what you like and what works for you.
- ◆ You will have opportunities to grow: as a Google Cloud Partner, we organize Cloud Academy and you can get officially certified by Google.
- ◆ You and your closest family will be covered with VIP-level private medical care which includes dental treatment and a hospitalisation package.
- ◆ We care for our colleagues' well being, therefore we cover psychological consultations if you ever feel you need such support.
- ◆ You will work on computer equipment that delivers the best user experience – Apple MacBook.
- ◆ If you feel like working from the office, we have beautiful space available for you in Warsaw. The office is very nicely located with convenient commute options by public transport and by bike. It offers healthy snacks for you throughout the day.

Interested candidates should send their resume (CV) to konrad.witek@itpuzzle.com.pl with " Pre-Sales Manager " in the subject line.