



# Presales Consultant

Location: Chennai

## **Role Description**

- Engage and analyze prospects' objectives, create end to end use case specific and tailored demos mapped to prospects' strategic objectives
- Act as the front line liaison to our product management team by informing our product roadmap based on prospects' needs
- Work closely with Onboarding team to ensure seamless and successful customer onboarding
- Assist in developing RFP responses
- Provide feedback to Product Management team on product enhancements

## **Required Skills**

- Concise and Effective written and oral communication skills
- High customer empathy and keen to understand customers' problems
- Comfortable working in a high growth and entrepreneurial environment
- Ability to manage multiple prospects effectively
- Experience with a CRM tool is strongly preferred
- At least 2 years of experience in a Technical Pre-Sales role

## **Perks & Benefits**

- Health Insurance & Dental Benefits
- Gym & Wellness Programs
- Team Retreat, Company Parties
- Free Pizzas & Stocked kitchen with Snacks, Beverages

## **About Zuper Inc**

Zuper (<https://zuper.co>) is an AI and Big Data powered operating system for Enterprise Field and Remote workforce management. An all-in-one productivity suite for organizations to manage field and remote workforce in the most efficient manner and transform the customer experience. Zuper is the preferred platform for large enterprise organizations across the globe and a market leader in the Asia Pacific like IKEA, Ferrero, NIIT, etc,. Organizations using Zuper have increased workforce utilization by 50%, reduced service turnaround time by 35%, increased customer adoption and profitability by 45%, operating more efficiently and reduced costs by over 30%.

## **Contact**

Email : [careers@zuper.co](mailto:careers@zuper.co)