

Qmarkets is looking for a Presales Solutions Consultant!

About Qmarkets

Qmarkets, a B2B SAAS company, is an established leader in the field of idea and innovation management, offering solutions to enable enterprises around the world to leverage the wisdom of the crowd. The flexible platform provided by Qmarkets is designed to help clients manage their innovation processes from end to end, as well as locate, analyze, and implement groundbreaking ideas effectively.

At Qmarkets we strongly believe in the infinite potential of collaboration. When people are empowered to work together in a transparent way, they can achieve amazing things.

If you share these values and want to help leading organizations across the globe to achieve them, then we would love to hear from you!

About the Role

We are looking for a **Presales Solutions Engineer and Consultant** to join our team, reporting to VP Product, located in Israel.

As a **Presales Solutions Engineer** you will support the rapid growth of Qmarkets. The **Presales Solutions Engineer** will work closely with our Sales team, Partners, and Leadership and will be an integral member as well as the primary technical resource of our Sales team.

Your role at Qmarkets is to help our prospects understand the value of our platform. Through your deep product knowledge, expertise in how companies use and deploy Qmarkets as well as objection handling in customer interactions, you'll be supporting our sales team throughout their process.

You Will Own...

- Manage all technical aspects of sales
- Partner with sales executives to plan, prepare and execute on strategic deals in complex sales cycles
- Successfully match customer needs/requirements to proposed solutions.
- Respond to RFX's (Requests for Proposals, RFI, etc.)
- Build custom POCs for big brands, using our powerful No-Code backend engine
- Create and deliver powerful presentations and demos that clearly communicate the uniqueness of the value proposition.
- Effectively communicate prospect needs to the product team for future product enhancements.

- Collaborate with the Product and Engineering teams to assist in the building of new relevant features.
- Lead strong and meaningful relations with prospects, customers, and partners, identify and analyse their needs, provide support, and manage the entire technical sales aspects from A to Z
- Conduct technical seminars, webinars, trainings

About You

- At least 5 years of relevant experience as a sales engineer in B2B SaaS/Enterprise solutions
- Strong written and verbal communication skills; able to communicate effectively with technical and non-technical individuals (Senior management, technical teams, development, etc.)
- Ability to creatively explain and present complex concepts in an easy-to-understand manner
- Solid technical background with understanding and strong hands-on technical capabilities, and conduct product trainings
- A team player who is eager to be an early adopter of new technologies
- A fast learner, proactive and innovative individual with deep technical understanding of web systems and integrations
- Experience in the Innovation landscape, familiar with terminology and concepts – huge Advantage
- Organized mindset & skills
- MBA, BA or equivalent – Advantage
- Willingness and ability to travel within the Americas and Canada
- Additional language (French, Italian, Spanish, German) with high preference

Our HQ is in Israel, but we have employees spread across Germany, the UK, the USA, and more. For this role you will be able to work remotely, however we are ideally looking for someone to work with us face-to-face on a regular basis in Connecticut, USA.

At Qmarkets we support a diverse and inclusive workplace and believe in equal employment opportunity. We welcome people of different backgrounds, experiences, abilities and perspectives, regardless of race, color, ancestry, religion, age, sex, gender identity, national origin, sexual orientation, citizenship, marital status, disability, or Veteran status.

Please send your CV to: HR@qmarkets.net