

## European Pre-Sales Consultant

**Reporting to:** Solutions Consulting Director  
**Location:** South/M4 Corridor  
**Job Type:** Permanent  
**Salary:** Competitive salary and excellent benefits package  
**Close Date:** 2<sup>nd</sup> May 2008

As part of our growth we are looking to recruit an experienced individual to work with the Sales Team to develop and close business in the UK and other parts of Europe.

We are looking for someone who is hands-on, energetic, driven, a completer/finisher who is likeable, results orientated, and a high achiever. Suitable candidates will also require the following qualities:

- Successful track record in pre-sales and/or consulting.
- Knowledge of the Supply Chain, Electronic Trading or related market.
- An ability to think 'outside the box' and apply positive thinking in the identification and development of business opportunities.
- Good presence and strong communication and presentation skills.
- Prepared to contribute at all levels – must be prepared to roll the sleeves up and do whatever it takes.

### **Key Responsibilities**

- To be responsible for pre-sales support of Electronic Trading, Intelligent Trading and Supply Chain Management solutions
- To work closely with the sales team to develop and close opportunities across multiple sectors.
- To show deep understanding of the business problems and requirements of the account. To be able to define and present:
  - the solution to match the requirements
  - business case to support the proposed solution
  - the delivery plan
- To work effectively with other functions such as project management, development to ensure that proposals conform to Wesupply's Client Delivery Process
- To contribute to the company's strategy through experience gained in the market, competitive knowledge and new approaches in the market.

If you are interested in applying for this position or discussing the role in more detail please email your CV and contact details to Sue White at [swhite@wesupply.com](mailto:swhite@wesupply.com)