



<https://latribunelibre.com/emploi/presales-epm-f-h>

PreSales EPM F/H

Description

Sous la responsabilité du Directeur de l'Ingénierie des Solutions (EMEA), le Consultant Avant-Vente en Solutions Financières devra :

- Deliver engaging product demonstrations to potential clients, showcasing the features and added value of the solutions offered,
 - Analyze client needs and propose tailored financial solutions,
 - Collaborate with sales and technical teams to ensure a cohesive and effective approach throughout the sales cycle,
 - Act as an expert advisor in EPM, providing strategic recommendations based on a strong understanding of financial systems and business processes,
 - Facilitate the transition from pre-sales to implementation, ensuring that proposed solutions meet technical and operational requirements.
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- Télétravail/Full remote possible,
 - Innovative environment with cutting-edge technologies,
 - Fixed salary,
 - 20% performance-based variable bonus,
 - Uncapped bonus once targets are exceeded,
 - International work environment.

Qualifications

Avec une formation en finance, en comptabilité, en informatique ou en ingénierie :
You have experience in pre-sales, consulting, finance, or accounting, along with a solid knowledge of EPM systems.

You are comfortable presenting solutions to clients, analyzing their needs and translating their requirements into strategic recommendations. With excellent communication and presentation skills, you can engage with various stakeholders in a demanding environment.

Fluency in english is essential for success in this international role.

Organisme employeur

MICHAEL PAGE INTERNATIONAL
FRANCE

Type de poste

Temps plein

Secteur

ACCUEIL OU
ACCOMPAGNEMENT SANS
HÉBERGEMENT D'ADULTES
HANDICAPÉS OU DE
PERSONNES ÂGÉES

Lieu du poste

57227, FORBACH, FORBACH,
France

Salaire de base

110000 € - Salaire de base
130000 €

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Valide jusqu'au

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