

WHITEKLAY

Date: Feb 9th, 2021

**JOB DESCRIPTION:
PRE SALES EXECUTIVE**

Key Responsibilities

1. Discover clients' needs through consultative selling approach
2. Collaborate with business and industry leads to understand client needs
3. Actively participate in internal sales events and plug into industry watch updates from industry vertical leads
4. Generate leads in creative ways and showcase our content value
5. Drive AI/ML technology adoption by consulting internal stakeholders and external partners
6. Qualify the deals to ensure go/no go decisions
7. Work cross-functionally within highly distributed and multi-cultural environments
8. Engage customers and tailor solutioning to unique needs
9. Prepare customer facing content and provide active thought leadership
10. Define and design a workable, profitable and differentiating proposals

Role/Skills Requirements

1. Strong track record of professional success, preferably in the Consulting Services arena
2. Subject matter expert to identify, develop, and implement Analytics and AI/ML techniques to improve engagement productivity, increase efficiencies, mitigate risks, resolve issues, and optimize cost savings and efficiencies for each client.
3. Knowledge of market insight and competitor intelligence.
4. Relevant Industry experience in architecting Analytics and AI/ML solutions for large clients across the globe – if possible

Qualifications

1. B.S in Computer Sciences , M.S CS / MBA BA is preferred
2. Knowledge of data processing, big data, and distributed computing
3. Minimum one programming language knowledge; Python preferred language
4. Excellent written and oral English & Arabic communications skill