

Job Announcement

Inflectra Corporation, a local Silver Spring, MD-based software company is looking to hire a **Pre-Sales Engineer - Consultant (within Inflectra's Customer Engagement Team)**. The Pre-Sales Engineer leads all pre-sales engagements and works closely with the Sales, Partnerships, Dev, and Business Development Teams at Inflectra to assess, pursue, and successfully close the sales engagements. This role is based in **Tbilisi, Georgia, and is 100% remote**.

The duties of this role include:

- Acting as the primary Point of Contact (POC) for all Inflectra product demonstrations (demos)
- Scheduling product demonstrations with customers
- Performing 30 minute – 1-hour demos of Inflectra's software products
- Managing individual accounts post-demo: Following up with customers to assist with trial and/or product evaluation; tracking activities and enriching client (and trial) data in Pipedrive
- Answering demo-related phone and email inquiries
- Working with Inflectra's Dev Team to answer questions and resolve customer issues
- Working with Inflectra's Sales Team to expand current client base
- Continuously learn and grow expertise in Inflectra's software applications (SpiraPlan, KronoDesk, Rapise)
- Remaining knowledgeable and up-to-date on Inflectra's product, industry changes, and competitive landscape.

What You Offer

You:

- Superior/near Native English language capability
- understanding of software systems, technologies, and trends in cloud computing (Programming skills and familiarity with ALM, Agile, QA, and DevOps concepts preferred)
- Are proficient with Windows and/or Mac computers and use of mobile devices (iOS or Android)
- Have experience in a technical sales or support position
- Are able to master new software programs
- Are willing to become proficient in Inflectra tools, as well as internal systems and platforms
- Have excellent oral and written communication skills and enjoy talking with people (role is moderately phone-based)
- Are able to understand and communicate technical information
- Have good listening and analytical skills
- Have excellent organization and time management skills
- Can multi-task and maintain excellent attention to detail
- Are able to take initiative and complete tasks independently

- Are a team player and can work with sales and technical teams in promoting Inflectra's products.

What We Offer

This is a full-time consultant position. Compensations: US\$ 1,200- 1,500 gross per month. We cultivate a friendly and supportive environment to help us achieve our goals

How To Apply:

Please send your resume and cover letter, with 3 professional references to jobs@inflectra.com. Submission deadline: July 31, 2021