

B2B Pre-Sales Specialist (Salary) - APAC

Job Description

Inflectra Corporation, a Washington, DC-based software company, is looking to hire a **B2B Pre-Sales Specialist** (salaried position), located in Australia. Working closely with the Inflectra teams in the USA, this remote work position is responsible for helping prospective customers in the APAC region to understand and evaluate Inflectra products and supporting the expansion of Inflectra's partner network in the APAC region.

The main duties of this role include:

Sales Support for APAC:

- Provide pre-sales support to prospects trialing Inflectra products
- Lead the discovery and product demonstrations with prospects (and partners, as required)
- Act as a Point of Contact (POC) for Inflectra sales enquiries stemming from trials and product demonstrations
- Answer product-related phone and email enquiries
- Maintain accurate records on APAC accounts by tracking activities and enriching client data in our CRM system
- Engage with Inflectra leads from regional conferences, events, webinars, etc.
- Help expand the client base by generating, nurturing, and qualifying new business opportunities.

Cross-team collaboration:

- Collaborate with global sales, support, and product teams and stay apprised of upcoming product features, releases, and company events
- Maintain a thorough understanding of Inflectra's competitive offerings and how to compete and win against competitors
- Participate in regional user groups, trade shows, and conferences, as requested.

Partnership Support in APAC

- Assist Inflectra's Partnerships Team in understanding the software vendor landscape in the APAC region with a view to identifying potential partners, affiliates, and resellers
- Help Profile partners, especially in the industries where Inflectra's tools have a competitive advantage (Health Care and Life Sciences, Banking and Financial Systems, Insurance, Aviation/transportation, education, etc.)

- Assist the onboarding of new partners using Inflectra's standard partner onboarding process, tailoring the process to fit the specific needs of the region
- Continue to strengthen relationships with key existing partners in the region
- Maintain the regular flow of communication with partners via frequent check-ins, including phone calls, and brainstorming sessions
- Assist in the identification of opportunities for collaboration and/or engagement with partners, including pitching content for joint partner-Inflectra social media campaigns, joint webinars, possible video collaborations, product reviews, case studies, etc.

What You Offer

- Proficiency with Windows and/or Mac computers and use of mobile devices (iOS or Android)
- Demonstrated understanding of software systems, technologies, and trends in cloud computing
- Quantifiable experience in technical sales, B2B sales, customer support, and partnership building – preferred
- Experience in a software development, testing, and quality-oriented environment – preferred
- Knowledge of current trends in the tools market and the methodologies and practices driving their innovation and design
- A track record of mastering new software programs
- A track record of maintaining productive relationships with partners, affiliates, and resellers
- A track record of completing tasks independently
- Experience in working with distributed teams, in a fully remote environment
- Excellent listening, oral, and written communication skills, including those applying to technical issues (with developers, management, customers, and partners)
- Strong analytical and problem-solving skills to help uncover customers' needs and an ability to recommend practical and appropriate solutions
- Strong organisational and time management skills
- Willing to become proficient in Inflectra tools, as well as internal systems and platforms
- Willing to work collaboratively with the Inflectra global teams to ensure we do our best for our customers
- Willing to travel locally for customer meetings or industry events.

What We Offer

- A full-time, fully remote position
- Excellent employee benefits
- A base salary ranging from A\$100–120k, depending on experience and suitability
 - Company performance bonus
 - Includes superannuation plan.
- This position reports to the Head of Sales, based in Denver, CO, USA and will liaise with our Director of Global Alliances based in Washington, DC, USA.
- Start date: October 2023

Who we are:

Inflectra is a fast-growing B2B software company and there will be many opportunities for career growth and promotion as we expand our APAC footprint.

We cultivate a friendly and supportive environment to help us achieve our goals. Here are the [company core-values](#):

- Great Products: Build for Our Users, Not for Wall Street
- Great Team: We Get It Done
- Great Workplace: Family and Life Flexibility
- Great Community: Enabling "Second Acts"

How to apply:

Please send your resume and cover letter, with 2 references, to jobs@inflectra.com. The application **deadline is September 10, 2023**.

Inflectra Corporation values diversity and is an equal opportunity employer. We encourage individuals from all backgrounds to apply. We thank all applicants for their interest; however, only those selected for an interview will be contacted.