



POSITION TITLE:	Solution Specialist BI	WORKSTREAM:	Pre Sales		
POSITION REPORTS TO:	Head of Solutioning	DEPARTMENT:	Sales Support		
COUNTRY:	Bangladesh, Dhaka	DATE CREATED:	30.04.2014		
POSITION PURPOSE:					
Pre-Sales positions at this level are responsible for providing a broad level of support to the sales team in relation to the successful selling and installation of SAS solutions and the on-going support of customers for the prescribed business vertical.					
ACCOUNTABILITIES			PERFORMANCE INDICATORS		
Generate New Business <ul style="list-style-type: none"> • Develops formal proposals and conducts demonstrations and presentations to customers and prospects. • Conducts user requirements analysis to match customer needs to software packages • Undertakes tasks requiring technical analysis, diagnosis and problem solving to qualify the product/solution fit and define support needs. 			<ul style="list-style-type: none"> • Quality of presentations and proposals • Number of identified opportunities for SAS services and products • Quality of problem resolution 		
Grow Domain Knowledge <ul style="list-style-type: none"> • Researches SAS solutions and those of competitors. • Identifies key industry solution consultants and gain knowledge of their solutions. • Participate in SAS training opportunities to maintain an in-depth knowledge of products/solutions to fulfil customer needs. 			<ul style="list-style-type: none"> • Consultant database updated • Contributions to shared solutions database 		



Job Description

<p>Knowledge Sharing</p> <ul style="list-style-type: none"> • Gives presentations internally on SAS products, customer perceptions and opportunities. • Serves as a resource for team members in all aspects of pre-sales for example: policies and procedures, goals and objectives, SAS System applications, hardware platforms, and market trends. 	<ul style="list-style-type: none"> • Communication and participation • Credible source of information for team
<p>Build Internal and External Relationships</p> <ul style="list-style-type: none"> • Establishes strong multilevel client/alliances with existing and potential clients with a bias towards business owner's vs technology owners. • Promote good internal and external communication 	<ul style="list-style-type: none"> • Number of leads generated through alliances/partnerships • Quality of relationships

KNOWLEDGE, EXPERIENCE AND SKILLS

Typically a relevant qualification with 2-4 years of experience in a pre-sales role and overall IT experience of 5 to 6 years. (Individuals with longer experience will be preferred)

Good exposure to BI tools like Business Objects, Cognos, Hyperion

Should have a presales exposure in the domain.

A strong Customer interfacing profile.