

Presales Consultant

About:

Priority is a leading provider of scalable, agile, and open cloud-based business management solutions for a wide range of industries and organizations of all sizes, from global enterprises to small and growing businesses. Recognized by top industry experts and analysts for its product innovation. Priority provides real-time access to business data and insights from any desktop or mobile device, enabling organizations to increase operational efficiency, improve the customer experience, identify new opportunities, and outpace the competition.

We are seeking a highly motivated, energetic, and focused Solutions Engineer in Belgium for our Benelux market. The Solutions Engineer will combine functional knowledge with sales skills and is ultimately responsible for the technical and functional wins during the sales cycle.

Responsibilities:

- Pre-sales hands-on support
- Work closely with Sales Executives through the complete sales process
- Perform Discovery sessions with prospects to gather requirements, better understand business needs, and define the most appropriate Priority solutions
- Present Priority's value proposition to customers and partners effectively.
- Conduct and ensure the success of customer proofs-of-concept (POCs)
- Build long-term working relations with global and domestic business partners, helping them mainly with functional and presales needs.
- Able to respond to functional and technical elements of RFIs/RFPs
- Support Priority seminars and industry trade shows in the regions
- Conveying customer and partner requirements to Product Management teams
- Develop expertise and product knowledge of Priority's complete suite of products and associated technologies.

Requirement:

- Relevant experience with ERP systems
- Deep business knowledge experience.
- 3+ years as Solutions or Presales engineer or equivalent experience



- Strong presentation skills, as well as the ability to build and present high-quality product demonstrations to both technical and executive audiences
- Superior communication and interpersonal skills; ability to build relationships at multiple levels to work cross-organizationally toward solutions
- Strong hands-on technical abilities
- Innovative, curious, and a fast learner
- Critical thinker and problem solver
- PowerPoint presentation skills
- Native Dutch speaker
- Excellent English (French is a plus)
- Willing to travel

