

About Karomi

[Karomi](#) is a leading Enterprise SaaS provider. Our flagship [ManageArtworks](#) platform enables 4000 leading Global and Indian brands. We offer everything to get artwork projects going & manage every step of the packaging and artwork process. Companies reach markets faster with Karomi's end-to-end packaging & artwork management system while achieving 100% compliance.

Role: Pre-sales Specialist

Experience: 2+ Years

Objectives of this Role

- Aid the sales and marketing teams find, win, and renew customers.
- Identify and capitalize on opportunities with new and existing partners and accelerate the sales process. Deliver sales pitch, demo, presentation, and proposal to potential clients.
- Follow up regularly with existing clients to ensure they are happy.
- Listen to the needs of the market and share insights with product and marketing teams.
- Develop and maintain detailed databases of appropriate reference materials, including research, usability tests, and design specifications
- Evaluate current processes and develop innovative approaches for improvement

Responsibilities

- Proactively scope the technical solution required to address customer requirements, assesses customers met and unmet needs, and recommends solutions that optimize value for both the customer and the firm
- Develop solutions & deliver compelling proof of concept demonstrations
- Ensuring solutions stated in the Statement of Work/Functional Requirements Specification are best practice and in line with client requirements
- Working closely with Sales to ensure successful closure of the sales process
- Liaising with Account Managers to provide feedback from clients about product requirements

- Keeping abreast of market trends and product & competitor landscapes
- Develop and update product descriptions, information sheets, presentations, demonstration scripts and educational training plan and materials
- Give product demonstration and training in person or through webinar
- Participate in testing new releases to troubleshoot any issue
- Develop proposals in response to RFPs/RFIs
- Participate in project bids and new project initiations along with senior executive management team
- Provide both front and back-end support for all essential turnkeys related to new business engagements
- Devise business case studies, technical whitepapers etc
- Devise pricing strategies, approach notes and estimation reports
- Maintain the pre-sales repository

Training

- Create training strategies, initiatives, and materials in all formats including videos
- Facilitate in providing training sessions for our customers
- Conduct workshops and individual training sessions
- Conduct evaluations and identify areas of improvement

Skills and Qualifications

- 2+ years of relevant pre-sales experience
- Degree in Computer Science, Engineering, or a related field
- Solution-oriented analytical skills.
- Possess strong problem solving and prioritization skills
- Have strong presentation skills
- Have excellent interpersonal and communication skills and are adept at working with multiple stakeholders

Website

<https://www.karomi.com>

<https://manageartworks.com>