



Good Advice Is the More Valuable the More Is at Stake. Join Us if That Won't Scare You

Senior Presales Consultant (all genders)

Parsionate advises companies, unlocks their potential and works with them to invent entirely new solutions – all on the basis of data and what it has to offer. We call this data leadership. We leverage our expertise to focus on the benefits and successes we generate for our customers and partners, which is exactly why Parsionate works end-to-end: we are by our customers' side from strategy development to full technological implementation. All this is what our more than 200 experts are working on at our Parsionate locations across Europe. Why not join the team?

What you can expect:

- **VARIETY** - No day is like the other: In your varied role, you are responsible for the technical development and acquisition of new and existing customers. You will advise in sales situations in a wide variety of industries and topics in the field of data management / D&A.
- **RESPONSIBILITY** - Together with your team, you lay the foundation for the topics and projects of our customers of tomorrow.
- **SCOPE FOR ACTION** - In your consultant function, you act as a creator: you develop functional scopes and roadmaps, identify business requirements and drivers, explain customer benefits and expected value creation potential.
- **IMPACT** - Your actions and your advice are not for the drawer but have an immediate effect both internally and externally. Feedback guaranteed!
- **LEADERSHIP** - Depending on your experience, you will take over the deputy team lead of our presales team.
- **TEAM SPIRIT** - Success and forward-looking concepts arise in a team: You are not a "lone fighter" but receive support from our passionate data ninjas to be able to act in your role.

Your skillset:

- You have gained diverse experience in the areas of PIM / MDM, Data Quality & Governance, Analytics / AI, Experience Management, Data Integration, Data Strategy and data-driven business models
- You bring your knowledge with passion into consulting projects in various industries since several years
- You have a nose for sales and know the D&A trends of tomorrow
- You show enthusiasm for the development and application of innovative methods and approaches in presales
- A solid basic knowledge of one or more software systems of available market solutions in the field of data management / D&A is an advantage
- You can set up and manage teams and lead them to success
- Traveling within Europe is not a show stopper for you
- You speak fluent German and English



Parsionate

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Jetzt Bewerben