



Job Vacancy

# Pre-Sales Consultant DACH



## + About Us

**ToolsGroup** a leading provider of cloud-based, service-driven supply chain automation solutions. We serve the planning needs of many of the world's most recognized brands. Our solutions help companies to meet their service-level commitments to their customers while minimizing inventory and improving planner productivity through automation.

Having been high performing for 30 years, we have a loyal global customer base of more than 300 customers worldwide in more than 44 countries and an excellent reputation for delivering high quality product and superior results.



## + About the Role

We are currently looking for a skilled person with deep functional and technical Supply Chain knowledge to cover an opportunity for the DACH market as a Pre-Sales Consultant. There are plenty of growing opportunities within the company so don't hesitate to apply and we will explain you all the details!



## + What will you do?

As a Pre-Sales Consultant, you will be responsible of accompanying and supporting the sales team in the DACH region, being the technical consultant during all the sales cycle and advising in the formulation or technical proposals to customers.

Your main responsibilities will be:

- ✓ Work closely with prospects to understand and capture business requirements and develop and present functional and technical solution proposals.
- ✓ Support the sales process from start to closure on functional and technical aspects by contributing and answering on functional and technical requirements in RFI, RFP and RFQ processes.
- ✓ Develop and give solution demonstrations to possible customers.
- ✓ Lead and perform Proof-of-Concepts and Assessments in collaboration with the Professional Services organization and provide them input for the Implementation estimates.
- ✓ Collect and provide required input for the hosting offer definition to the Cloud Team.



## + What do we need from you?

- ✓ We would need you to have minimum 2 experience in the Supply Chain or Consultancy Industry. Knowledge in Logistics, Statistics and Forecasting concepts is very desirable.
- ✓ Bachelor's degree in Business or Engineering (or similar) will be an advantage.
- ✓ You must be fluent in German and English (C1).
- ✓ Experience and knowledge of planning processes and solutions in the retail industry, is very valuable.
- ✓ We would need you to have good communication and presentation skills, and the capability of interacting and building relationships with prospects, partners and employees with a team-working spirit.
- ✓ We need someone with high analytical skills and good problem-solving and results orientation to drive for the achievement of project goals and organizational objectives.

## Why ToolsGroup?

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Our people is the engine that propels ToolsGroup to innovate - pushing the boundaries of what's possible. You'll be surrounded by the very best and brightest, rewarded with competitive compensation, and career growth opportunities; becoming part of a company where teamwork and collaboration are paramount.

Are you ready to take this exciting opportunity and develop your professional career within a growing company?

**Then, send us your application today and join our team!**



You can send us your CV at  
[careers-dach@toolsgrup.com](mailto:careers-dach@toolsgrup.com)

For further information please check our website  
[www.toolsgroup.com](http://www.toolsgroup.com)