



EMEA Pre-Sales Consultant – London

Trintech is the leading global provider of integrated software solutions for the Last Mile of Finance. From the time a transaction occurs to the time financial statements are issued, Trintech's innovative Unity Suite automates data collection, account reconciliation, financial close management, financial reporting, XBRL, and financial control testing. As a result, our 600 clients and 100,000 users worldwide benefit from an enterprise wide view into critical financial processes, and are able to increase efficiency, improve visibility, shorten cycle times, lower costs, and reduce risk.

Trintech is seeking a talented and enthusiastic Pre-Sales consultant for its EMEA operation based in Europe. Qualified candidates will have Financial Systems experience with good IS background or experience as an IS consultant with an understanding of financial systems. From whichever background this person needs to be committed to develop their skills in both areas. The position will report through the EMEA Director of Sales.

This position will also be involved in the

- Setup of standard and custom solution demonstrations
- Provide support to the EMEA sales team in proposals and demonstrations
- Provide support in answering complex and large RFP's

Essential Qualifications & Characteristics

- Must be fluent in English and French
- Knowledge of accounting principals including financial statements, balance sheets and accounting software.
- Knowledge of software & hardware systems, implementation processes and project planning related to application & enterprise software implementations
- Ability to effectively demonstrate product capabilities, features & functionalities using both financial and technical expertise
- Ability to work effectively within a coordinated sales team
- Ability to work directly with customer financial & technical experts to analyse systems/processes, identify problems and provide solutions
- Ability to prepare & present clear business & technical analysis
- Ability to effectively communicate in verbal & written formats

Position Scope/Role within the Organisation

- Business operational & technical analysis of customer needs supporting sales efforts
- Set and presentation of products & recommendations to customers in support of sales
- Setup of custom and standard product demonstrations
- Prepare proposals and demonstrations including data loading

Essential Education and Experience:

- Experience in software or financial companies is essential
- Good knowledge in Microsoft Office
- Knowledge of Microsoft Operating Systems
- Knowledge of Windows Server
- Ability to effectively communicate in verbal & written formats
- Must be able to travel

Salary and Benefits Package

Trintech offers competitive salaries in a flexible work environment and provides employees with the following benefits including:

- Pension
- Health Insurance
- Critical illness Insurance
- Travel Insurance
- 22 days holiday per annum plus one additional day per year worked up to a maximum of 25 days total per annum