



Pre-Sales Solutions Consultant Workflow, Case Management, Artificial Intelligence

Who We Are: Kim Technologies is an award winning early stage Software-as-a-Service provider of an enterprise Knowledge Management platform that leverages artificial intelligence capabilities. Our platform is applicable to a wide range of business functions, although our strongest initial traction has been within the legal sector. We are headquartered in Bridgewater, NJ with operations in the United Kingdom.

The Role: We are looking for a Pre-Sales Solutions Consultant to join our New Jersey sales team. This is a great opportunity for the right individual to grow professionally with a young, leading edge software company. To be successful and have fun you need to be a self-starter who enjoys having different challenges every day and can operate as part of a small, high-caliber team in a fast-paced entrepreneurial environment.

Key Responsibilities:

- Become a functional expert on the Kim platform and use that expertise to inform your work with prospective clients
- Configure and demonstrate the Kim platform to prospective clients both in-person and via web meetings
- Act as the lead person in responding to RFP's and RFI's
- Prepare proposals and assist in their presentation
- Plan, configure and present a proof-of-concept of the Kim platform according to prospective client requirements
- Participate in marketing oriented trade-shows and seminars as a representative of Kim

Requirements:

- Bachelor's Degree
- 3+ years' experience as a pre-sales consultant working for a software company
- Excellent communication skills
- A proactive, positive mindset
- Enjoy solving problems and presenting creative solutions using the Kim software
- Experience with case management or workflow management systems would be a plus, but is not a requirement
- Unlike similar positions, most of our pre-sales activities can be handled remotely, so overnight travel requirements are modest

Please, no third-party agencies.