

Job Description - Pre-Sales Consultant

As a Sales Consultant, you will be responsible for understanding our prospect's needs, articulating the Veeva vision and configuring and presenting software demonstrations that are both functionally compelling and business process relevant. Creativity, energy and the ability to work effectively within a growing team are critical.

Responsibilities:

- Educate prospects and customers across Japan on Veeva CRM, Veeva Vault Enterprise, and the Cloud/SaaS model for software
- Understand customer needs and develop high-quality presentations, proposals and software demonstrations that speak to these needs
- Work with the sales team to build, manage and maintain customer relationships
- Provide customer feedback to the product management and engineering teams to capture new customer requirements or suggestions
- Be responsible for the 'technical win'
- Be willing to travel

Requirements:

- 3+ years relevant experience working with CRM and / or life sciences content management or related software
- Demonstrated experience configuring and presenting software demonstrations
- Ability to quickly understand client requirements and needs and articulate potential solutions
- Ability to translate business requirements into compelling software demonstrations
- Strong understanding of the sales cycle and ability to create high-quality presentations and proposals
- Strong Enterprise Architecture and Integration consulting skills
- Experience in small, agile sales teams and must enjoy the 'start up challenge'.
- Excellent demonstrable oral and written communication skills
- A passion for solving people's business problems
- Proven ability to work independently in a dynamic environment
- 4 year degree required . focus on computer science or engineering preferred

Location:

- Veeva Japan Office (1-9 Gobancho, Chiyoda-ku, Tokyo/Osaka)

Salary:

- negotiable