



VIRTUALFORGE
run your business safer

SAP Security Presales Engineer

Virtual Forge is looking to enforce its international Sales team with a Presales Engineer/Consultant. We are looking for highly motivated individuals with a passion for communicating the value of our technology solutions to new and existing customers.

Expectations and tasks

A Presales Engineer typically:

- Supports the software deal process by providing product and industry expertise in all customer engagement activities including demonstrations
- Acts as a trusted advisor to the customer
- Explains the value of our innovative software solutions
- Acts as a high-profile-member to the International Sales team

As part of an experienced Sales team, your tasks include:

- Creating and delivering engaging software demonstrations that convince the prospect to select Virtual Forge
- Supporting demand generation activities by participating in marketing events
- Providing deal execution support by responding to requests for proposals
- Assisting with post sale customer care engagements
- Traveling up to 50%, extended remote commitments may occur from time to time

Education and Qualifications/Skills and Competencies

- Completion of a Bachelor's degree or equivalent is required, can be substituted by experience
- An aptitude and passion for public speaking and presenting
- Strong interpersonal skills and eager to learn and get creative
- Possess a strong desire to work in a dynamic, growing sales organization providing demand generation & deal execution support
- Technically oriented possessing an aptitude for rapidly learning complex software applications
- Fluent in English, written and spoken

Work experience

- 1-2 years of direct work experience in a sales environment and/or internships is preferable
- At least basic understanding of Software Security is beneficial
- We welcome strong presentation skills and white-boarding techniques
- The ideal candidate will be experienced in new business and discovery calls
- Must have at least basic understanding of SAP



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Offer

We offer an attractive and ambitious job with many opportunities. We pay according to your accomplishments in one of the hottest areas of today IT technology: SAP Security.

You get trained in Heidelberg and can stay based near an European international airport.

About Virtual Forge

Virtual Forge is an independent supplier of Security, Compliance and Quality solutions for SAP® systems and applications.

Our customers are worldwide leading companies acting in branches such as automotive, banking and insurance, chemicals and pharmaceuticals, high-tech and electronics, media and entertainment, consumer goods, trade, oil and gas, and utilities.

With our solutions, they automatically identify key risks and easily correct errors within their customized systems to protect them against cyber-attacks, fraud, and unnecessary downtime.

Your application

If you like our job offer we are happy to receive your application.

Please send it to:

Virtual Forge GmbH

Martina Reisch

Speyerer Str. 6

69115 Heidelberg

or to:

jobs@virtualforge.com