

ERP Software Pre-Sales Engineer

Innovative Consulting Group (ICG) located in Knoxville, Tennessee is an ERP Manufacturing Performance and Technology Company with decades of experience with Enterprise Resource Planning (ERP) software. In addition to ERP sales and implementation, ICG delivers enterprise IT architecture, infrastructure deployment and support. ICG is looking for a Pre-Sales Engineer to join our sales team. Our ultimate PSE will have experience in both ERP software and the manufacturing verticals we support. The PSE will work closely with ICG's sales team to build and deliver product demos and solutions for Acumatica ERP Manufacturing and Distribution editions. Our chosen candidate will be able to hit the ground running, come up to speed on Acumatica ERP software quickly, have the right personality to interact with ICG's sales team and with prospects, and be able to deliver demos with the right combination of knowledge, experience, and panache required to WIN deals!

Acumatica ERP is the #1 Mid-Tier ERP in the world today and with the growth and focus on US manufacturing, this is the perfect opportunity to join one of the leading firms in the US. ICG is the only Acumatica partner south of Kentucky and west of the Mississippi River, making the opportunities very abundant!



Skills and Qualities Required

- Minimum 3 years ERP software experience
- Active listening skills
- Leadership and communication skills
- Exceptional Presentation skills – capable of developing professional presentations and software demonstrations, in-person and remote.
- Has the ability to research prospects and keep on top of industry developments
- Aptitude for time management and organization
- Problem-solving ability

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Responsibilities:

- Preparation of ERP software demos by understanding specific prospect requirements, and need-to-have vs. nice-to-have functionality
- Delivering presentations and demonstrations to prospective and current clients
- Lead potential clients through detailed demonstrations including, but not limited to, order-to-cash cycle, inventory management, engineering, planning & scheduling, supply chain, cost accounting, and financial accounting processes
- Participate in discovery sessions with prospects that translate into well-designed demos
- Work with the sales team to develop tailored versions of product presentations and demonstrations
- Helping the sales team to reach targets
- Encouraging prospects to select additional functionality, upgrades etc.
- Willingness to travel to customer sites to present live product demos

Skills & Abilities:

- Experience working in a software organization
- Strong understanding of manufacturing practices and methodologies
- Strong customer service orientation & skills
- Analytical thinker
- Ability to quickly assimilate to new technologies
- Experience with Acumatica ERP product a plus

To apply, please send your resume and cover letter to rogerw@icgtechnology.com.