



Job Description – Pre-Sales Consultant

Reports to – VP Technology & Hosted Solutions

Role Objective:

To analyze customer requirements, develop & demonstrate solutions, produce high quality presentations and provide input to Product Management that directly contribute to the growth of Nulogx.

Key Responsibilities:

Pre-Sales Analytical Studies

- Assist with the sales of Managed Transportation Services, TMS Solutions, RFP's and other services by analysing customer data and generating insightful reports that illustrate the need and quantify the benefits of using Nulogx solutions.
- Prepare the analysis required to complete RFP, Benchmarking, and other studies required by customers. Participate in the presentation of results to customers.
- Work with IT resources to automate the processes for delivering studies as much as possible

TMS Application

- Develop models & content that demonstrate the capabilities and features of the solutions
- Prepare and present demonstrations of the TMS application to potential customers
- Develop video demonstrations & live presentations scripts for general audiences.
- Provide input to Product Development on features and functionality required by prospects

Business Intelligence

- Provide input to Product Development on the creation of “dashboard” and “scorecard” products
- Deliver customer presentations and demonstrations of the applications
- Represent Nulogx as an expert in transportation metrics and management processes

Canadian General Freight Index

- Responsible for identifying and delivering more detailed analysis that would be of value to customers.

Qualifications

- Bachelor's degree in Computer Science, Business Management, Logistics or related field or equivalent experience
- Significant exposure to the transportation and logistics industry
- At least 2+ years pre-sales experience in supply chain operations or logistics solutions
- Excellent analytical thought processes, and ability to leverage analytical tools such as databases, spreadsheets, programming languages etc.
- Excellent communication and presentation skills
- Significant exposure to transportation and logistics software such as TMS, Routing and/or Supply Chain Management applications
- Experience at working both independently and in a team-oriented, collaborative environment is essential.
- Can conform to shifting priorities, demands and timelines through analytical and problem-solving capabilities.
- Ability to read communication styles of team members and clients who come from a broad spectrum of disciplines.
- Previous experience with solution selling
- Excellent product demonstration and presentation skills
- Demonstrated ability to produce clear, concise and technically accurate responses to product related inquiries (functional and technical) in both written and verbal form.
- Ability to travel 30-50% (may include weekends), and work off hours.

Please send resume and cover letter to careers@nulogx.com
Only candidates under consideration will be contacted.

Nulogx Inc.
<http://www.nulogx.com>

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