

## Job Description

<b>Title</b>	:	<b>SAM Business Developer (Sales + Pre-Sales)</b>
<b>Location</b>	:	<b>Paris-Velizy</b>
<b>Country</b>	:	<b>France</b>
<b>Reports into</b>	:	<b>FR Insight Consulting Manager</b>

Insight is one of the world's leading, single-source providers of top named brand business-to-business IT solutions and services. We help companies control their IT spend by easing the burden of selecting, purchasing and managing software assets throughout their lifecycle.

For over two decades, Insight has been delivering value-driven technology solutions globally through sales and operation centres in North America, Latin America, Europe and the Asia-Pacific region. Customers include large, multinational enterprises from the Fortune and Global 500, as well as mid-sized organizations from a wide variety of industries. No matter what your business size, we understand your needs. Small and medium businesses enjoy the benefits of personalized customer service including pricing quotes, volume licensing, notification of licensing renewals, and efficient product delivery to maximize your cost savings. Strong relationships with more than 3.700 software publishers representing a 18.000 products portfolio and a high level of certifications know-how make Insight a "Trusted Advisor" and preferred partner. Whether you need local service or a global solution, an Insight representative is available in your city or region, ready to assist.

## Job Summary

The SAM Business Developer is recruited to develop the Software Asset management business in France. This is a combined role of Sales development, Pre-sales roles which require both Sales and Technical capacities.

## Main Tasks

- ▼ Customer site visits.
- ▼ Develop and adapt EMEA SAM Offerings in France.
- ▼ Train Account managers on SAM
- ▼ Ensure that SAM Engineers are up and running to deliver SAM projects
- ▼ Do pre-sales actions
- ▼ Work closely with the marketing department to market the SAM and to generate leads
- ▼ Make and adapt presentations, customers cases studies, businesses cases
- ▼ Make proposals and follow up business using internal tools
- ▼ Review weekly with Account managers and Insight Consulting Manager the pipeline.
- ▼ Set up and maintain SAM Dashboards (LE, Scorecard, Actions plan)
- ▼ Facilitate workshops to identify client demands and to explore solutions.
- ▼ Demonstrate SW-inventory tools or SAM-tools.
- ▼ Attend customer sites for meetings to discuss their requirements (may involve overnight stays due to distance), Investigate their requirements, ensuring all relevant areas are explored.

- ▼ Developing and maintaining relationship to software vendors
- ▼ Provide licensing support and assistance to the company sales team.
- ▼ Assist company personnel at seminars, promotional road shows and trade exhibition stands.
- ▼ Preparation and writing of License reports, analysis of license entitlements, conceptual design of recommendations.
- ▼ Development of company agreements and business processes.
- ▼ Prepare and to pass certifications in related areas.

The role, responsibilities and geographical focus will change and develop over time along with the company's rapid growth.

### **Required skills:**

- ▼ Excellent license skills in following areas: Microsoft, Adobe, Oracle, Symantec, IBM/Lotus, Citrix and other major vendors.
- ▼ Excellent analytical and structured mindset.
- ▼ Excellent customer facing skills
- ▼ Good written and verbal communication skills (English, local language)
- ▼ Experience in doing license or SAM tools trainings and workshops
- ▼ Need to be a high-energy, motivated self-starter as well as a team player
- ▼ At least 3 years experience in the Software Management area.
- ▼ Willingness to travel, drivers license
- ▼ Ability to work independently

### **Offering**

- ▼ Salary on industry level dependent on experience
- ▼ Company car
- ▼ Working in an very fast growing dynamic environment