Presales Manager - Software Engineering

**Location:** Pune

# Job Description

Presales Manager - Software Engineering

Pune

About the role:

As a Software Engineering Presales Manager, you'll be a vital part of our sales team, spearheading technical engagement with potential clients and ensuring the smooth adoption of our software solutions. You'll blend your deep expertise in AWS, Azure, DevOps, and full-stack development with outstanding presentation and communication skills to clearly articulate the value of our products and services.

What You’ll Do:

Developing solutions and organizing, planning, creating & delivering compelling proof of concept demonstrations

Ensuring solutions stated in the Statement of Work are best practices and in line with client requirements

Managing the sales bid process by responding to RFI’s & RFP

Working closely with Sales to ensure successful closure of the sales process

Liaising with Product Managers to provide feedback from clients about product requirements

Keeping abreast of market trends and product & competitor landscapes

Plan sales strategies in response to market and competitors’ behavior.

Understand customer needs and make sales presentations.

Liaise with the marketing team to undertake demand-generating activities such as trade shows or customer workshops.

Build lasting relationships with customers.

Prepare sales proposals and train other sales team members from time to time.

On your first day, we'll expect you to have:

You possess a Degree in Computer Science, Engineering, or a related field and preferably a management degree from a premier institution.

You have prior experience in presales (8-12 years in IT industry)

You possess strong problem-solving and prioritization skills

You have strong presentation skills

You have excellent interpersonal and communication skills and are adept at working with multiple stakeholders.

You are flexible and can work across time zones.

You are willing to travel at short notice.

Reporting Structure

You will be reporting to the President and Chief Revenue Officer

Benefits:

At Calfus, we value our employees and offer a strong benefits package. This includes medical, group, and parental insurance, coupled with gratuity and provident fund options. Further, we support employee wellness and provide birthday leave as a valued benefit.

Calfus Inc. is an Equal Opportunity Employer.

We believe diversity drives innovation. We’re committed to creating an inclusive workplace where everyone—regardless of background, identity, or experience—has the opportunity to thrive. We welcome all applicants!