

Position: Business Analyst (Pre-Sales)

Join a young and dynamic team at Faber Infinite Consulting! With clients in more than 10 countries, by joining us, you can become part of the continual growth. In addition to the interesting nature of the assignments, a very enriching experience is what we offer.

Location: Ahmedabad

Educational Qualification:

- BBA in Sales & Marketing/International Business or bachelor's degree in Engineering

Experience:

- 1 – 3 years of prior experience in pre-sales domain for professional services / B2B products

Desired Skills:

- Excellent communication skills (should have strong oral and written command over English and should effectively communicate with the top brass of the organization.)
- Strong analytical skills
- Advanced knowledge of Excel and PowerPoint is a must
- Strong presentation skills
- Strong primary and secondary research skills
- Good exposure to sales planning / forecast
- Ability to be a high impact player on multiple simultaneous engagements
- Ability to think strategically, balancing long and short-term priorities.

Job Role:

- Identifying the key prospects, and obtaining the required details
- Reviewing and Analyzing of the RFP requirements and various sources of information provided by customer/details available online



- Coordinating closely with sales team to align solution design with regards to the business requirements
- Creating Proposal and presentation decks as per the requirements
- Working on enhancement of the presentation, and making it easier to draw analysis from the same
- Performing competitive analysis
- Sourcing new sales opportunities through inbound lead follow-up and outbound cold calls and emails
- Create and curate various databases
- Protecting organization's value by keeping the related information confidential
- Enhancing organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.

About Us: Faber Infinite is one of the finest and growing global management consulting and training organizations with expertise in helping client organizations implement Transformation (Change) Management and Business Excellence practices to become more effective, efficient, and flexible. Faber Infinite is closely working with clientele across India, Africa & Middle East.

