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## Job Vacancy announcement – Job title: Pre-Sales Manager

The following job vacancy is available within Best Vision Solutions & Services Lugano, one of the branches of Best Vision Group.

Best Vision Group is internationally known for its tried and proven applications intended for banks and financial institutions.

Best Vision Ltd. is a specialized manufacturer of software solutions of the latest generation, based on the Web and Java technologies, particularly with regard to Internet banking and Front Office applications. With its offices located in Zurich, Geneva, Lugano, Vienna, Milan, Florence, Bolzano, Miami, Panama, Caracas and Pristina, Best Vision Group is a provider of high quality software to banks and financial institutions in Switzerland, Italy and countries of central Europe and America.

### Description:

The ideal candidates who qualify will be successful Pre-Sales Managers that will support the Sales Director and its team by upselling to existing clients and acquiring new Customers on a group level. It will be important to understand the client's needs by analyzing and providing competitive solutions and defining sales messages.

### Your responsibilities:

Seeking a challenging and rewarding career in Sales as a professional who can contribute by knowledge and skills for growth and international development of the organization:

- Prepare and hold well-researched presentations and general or subject-focused system demonstrations.
- In the context of RFI (Request of Information) and RFP (Request of Proposal) Process, support the Sales Executive / Manager in answering the different functional and technical questions and in shaping the Solution
- Coordinate with other stakeholders (e.g. Delivery)
- Plan and coordinate sales-oriented workshops series to efficiently demonstrate our software modules to customers during the selection process
- Be responsible for the Identification of gaps and gap analysis during the Sales process: i.e. Workshop planning, staffing of the relevant experts, handling logistics questions, agenda and minutes of meetings, tracking of gaps
- Develop Sales documentation in assigned subject areas
- Analyze the country (market)-specific banking system requirements, provide input for Demo System use cases and plan / coordinate functional adaptations (e.g. Accounting/Legal Reporting, Market interfaces to Stock Exchange systems etc.)



- Leverage on extended knowledge gained on BEST / Banqpro Banking Suite, to provide ad-hoc consultancy to customers with the aim of enabling future business
- Represent Best Vision at market exhibitions and participate in other Sales & Marketing events in the country/area
- Lead or contribute to feasibility studies or Proof-of concept projects during the final phases of a Sales project

#### Required skills:

- Extensive experience within Pre-Sales, with experience gained as a vendor and/or wealth management in the banking environment
- Experience of selling in IT Solutions in banking environment
- Understanding of BEST / BANQPRO Banking Suite and related customization/parametrization concepts – or willingness to learn
- Excellent presentation skills – delivers with passion, energy and charisma
- Strong communication skills, with excellent English, German, an extra plus would be with French and Italian
- Well-developed networking and influencing skills, which can be applied internally/externally and globally/locally
- Open for travelling between the Group Entities

#### What we will offer you

We offer competitive base salaries and special rewards depending on the results achieved.

In addition we offer discounted public transportation annual subscription, free coffee, personal training budget, a modern, flexible and sociable environment and Home Office possibility.

If you are interested in this position please send your complete job application to [recruitment@bestvision.ch](mailto:recruitment@bestvision.ch)

**Occupation: 100%**

**Salary: to be agreed**