

Pre-Sales Associate

Schoolnet India Ltd (www.schoolnetindia.com) is the first and one of India's leading EdTech service providers with two decades of track record, providing digital and digitally-enabled services to K-12 schools and students in the middle and bottom of the economic pyramid (MBOP) – a largely underserved, but highly promising segment in terms of scalability and opportunity. Our mission is to empower every learner by democratizing education, through deployment of technology at scale, and focusing on the principles of access and quality.

You'll be a good fit at Schoolnet if:

You are passionate about democratising access to education using technology to create meaningful impact at scale. You're intellectually curious and a team player. You are a firm believer in taking ownership of your work, while supporting other colleagues to help the organization grow and strive for excellence.

Role Overview:

As we look to scale our efforts in 2022 and beyond, we're looking for a Pre-sales Associate, who's passionate about pitching in sales and to support the sales department team in successful closure of the sales process.

Responsibilities

- Preparing and responding to EOI/RFI/RFP/RFQ published by Government and Non- Government departments to EdTech Solutions
- Analysis of bid/proposal feasibility (technical and commercial)
- Formulating win strategies, identifying value propositions, and articulating the organization's differentiation by studying competitor space
- Preparing research reports for ongoing trends in the market and industry
- Prepare and deliver Statement of Work detailing the technical and commercial proposal to the customers
- Preparing and maintaining documents/slide decks for collaterals, case Studies, client/customer Visits
- Work closely with the Sales, Project, and Technical Team for preparing proposal

Desired experience for Pre-sales Associate includes:

- Ability to handle client and vendor discussions
- Ability to work under pressure and with a team
- Skilled in data analytics
- Must be able to communicate professionally in written responses

- Good knowledge of Banking regulations related to Risk