

Pre-Sales Support Specialist

Nottingham, UK



A bit about the role...

What does this role involve?

The Pre-Sales Support Specialist will have a key role in the Sales Department, working with the wider BYG team to design and deliver winning learning solutions to leading global clients, across a range of sectors including: Pharmaceutical, FMCGs, Engineering, Finance and the Public Sector.

Core aspects of the role include:

- Conceptualisation of effective digital learning solutions as part of the pre-sales proposal process, supported by specialists in the wider company.
- Development of engaging, forward-thinking sales documents (e.g. proposals, presentations), including developing resource estimations and solution pricing.
- Working closely with Account Managers as part of the client engagement strategy, for both specific pre-sales projects, as well as on-going relationship management.
- Occasional support to other colleagues within the Sales function, such as the Sales Support team and Bid team.

What kind of person are we looking for?

We're looking for someone who has a passion for digital design and enjoys the challenge of working on a variety of different projects. The successful candidate for this role will...

- 2:1 Degree or similar – it is our expectation that all applicants will have a degree-level ability of written English e.g. have completed essays or the equivalent to a degree standard.
- Minimum A-C GCSE grade in Mathematics.
- Minimum 1-2 years' experience in a similar creative and commercial environment. Relevant industries/roles could include: Marketing, PR, Learning Design/Instructional Design and Graphic Design.
- Strong communication skills across all modes, including remote and face to face client engagement, ideally with demonstrable experience of communicating with senior stakeholders in a global business environment.
- Excellent organisation skills with an ability to manage multiple projects at the same time, under minimal supervision.
- Enthusiastic, with a proactive approach and ability to adapt to changing circumstances and priorities in a fast-paced sales environment.

Benefits

- **Holiday:** you'll get 31 days of paid holiday per year (inc. bank holidays) and the office is closed between Christmas and New Year.
- **Development:** our management team provide support to each individual in their professional and personal development. We have an in-house training programme and assign each new employee with a mentor to help them learn the ropes.
- **Pension:** all our staff are auto-enrolled into the Company pension scheme.
- **Events:** our awesome events committee lovingly organise monthly fundraising and social events to get everyone together and raise money for some fantastic causes. We also host an annual summer BBQ at the MD's house and put on a cracking Christmas party.
- **Recognition:** we hold 'employee of the quarter' awards which are voted for by your peers. The 3 people with the most votes get a lovely bonus.
- **Location:** with great transport links, we're just a 15 minute tram ride or 10 minute drive away from Nottingham city centre. The office is just across the road from the Nottingham University Park campus; a beautiful green space with a lake, art gallery and cafe.
- **Food:** we're pretty food-obsessed here at BYG and are lucky enough to have some very talented bakers in our midst. You need some good willpower to avoid that sugar temptation. Oh, and it's tradition to bring in cake on your birthday.
- **Gym:** if you fancy getting fit after all that food, then you're in luck! All our staff get a corporate discount at all of Nottingham City Council's gym and fitness facilities, the nearest of which is just a few minutes walk from the office.
- **Childcare:** if you're a parent and want to save money on your childcare costs you can sign up to our Childcare Voucher Scheme.

What happens next?



If you love the sound of this role please send us your CV, telling us more about yourself and why you're interested in the role. And if you'd simply like to know more or have an informal chat please just call Laura Snell on 0115 925 2221 or drop us any questions to jobs@bygsystems.com

And if it's not for you – can you think of someone this job could be perfect for? If so please do forward the details on to them!

Let's connect

In the meantime, why not check us out on [Twitter](#) or [LinkedIn](#)?