

<b>Organization</b>	Retail Kloud9 Technologies India Pvt. Ltd <a href="http://WWW.KLOUD9.NYC">WWW.KLOUD9.NYC</a>
<b>Designation</b>	Consultant / Senior Consultant
<b>Location</b>	Bengaluru
<b>About</b>	Founded in 2016 and headquartered in New York, Kloud9 is one of the leading technology services and solutions providers specializing in Data Science, Artificial Intelligence (AI) and Machine Learning (ML).
<b>Job Description</b>	<ul style="list-style-type: none"> <li>• Engage in end-to-end proposal authoring, proposal and bid management for IT services business</li> <li>• Ability to understand client/business problem statement, utilize sales / business / competitor intelligence and feedback as strategic inputs to build winning proposals</li> <li>• Build high quality cover letters and executive summaries</li> <li>• Experience in preparing detailed responses for RFIs, RFQs, RFPs</li> <li>• Create proactive proposals, customer pitches, collaterals, etc.</li> <li>• Create high-quality corporate decks / presentations, strategy decks, analyst presentations, templates, etc.</li> <li>• Excellent in working in a collaborative environment with support teams - Solution Architects, Delivery, Sales, Finance, Marketing, Leadership for reviews, Legal reviews, etc.</li> <li>• Engage in writing technical content, preparing marketing collaterals, marketing campaigns, technical / marketing blogs and case studies</li> <li>• Understanding of effort estimations, pricing models and ability to work on pricing templates</li> <li>• Contribute to team knowledge management through content harvesting activities and publishing knowledge assets to the team repository</li> <li>• Ensure high level of quality delivery, continuous communication and relationship building throughout the proposal management process</li> </ul>
<b>Qualifications &amp; Experience</b>	<ul style="list-style-type: none"> <li>• B. Tech degree (any discipline)</li> <li>• Knowledge of software delivery models</li> <li>• Min. 2 years' experience in IT Services</li> <li>• Excellent proficiency in MS Office Suite</li> <li>• Excellent communication &amp; presentation skills</li> <li>• Previous experience in Presales is an added advantage (not mandatory)</li> </ul>
<b>Contact</b>	<p>Apply Online: <a href="#">Presales &amp; Bid Management – Consultant / Senior Consultant / Associate Manager (kloud9.nyc)</a></p> <p>Mail CV directly: <a href="mailto:recruitment@kloud9.nyc">recruitment@kloud9.nyc</a></p>