

## Pre-Sales Specialist

For our offices in Merelbeke, Belgium, we are currently looking for a Pre-Sales Specialist to provide technical expertise & solutions to our potential customers & partners. You will join our global sales team and report to the Sales Director.



### About our company

With offices in Belgium, Germany, US, UK, Spain, France, Italy, and China plus a global partner network, HYBRID Software is an enterprise software development company focused on innovative productivity tools for the graphic arts industry.

Our CLOUDFLOW workflow, PACKZ and STEPZ editors, and print quality solutions offer a unique set of advantages that include native PDF workflows, enterprise cloud solutions, scalable technology with low cost of ownership, and direct integration with leading MIS solutions and output devices. These products are used by thousands of customers worldwide in all areas of prepress and print, including labels and packaging, folding cartons, corrugated, wide format and digital printing.



### Your Responsibilities

- Conduct product presentations and demonstrations to showcase the features and benefits of our software.
- Collaborate with the sales team to identify customer requirements and tailor software solutions to meet those needs.
- Respond to customer inquiries and provide detailed technical information to help them make informed decisions.
- Build strong relationships with customers & partners, understanding their pain points, and positioning our solutions as the answer.
- Collaborate with the product mgmt team to provide feedback based on customer needs and market insights.



### Your qualifications

- Bachelor's degree in Digital & Graphical Media, Computer Science, Information Technology or a related field.
- Proven experience in a pre-sales or technical sales role within the software industry is a benefit.
- Excellent communication and presentation skills.
- Ability to translate technical concepts into business benefits.
- Strong problem-solving and analytical skills.
- Customer-focused attitude with a passion for delivering software solutions.
- Willingness to travel occasionally for customer meetings & sales related events.



### What we offer

- A competitive salary in accordance with your experience.
- Excellent terms of employment in a successful and growing global company.
- Opportunities for professional development and growth within the company.
- The chance to work with cutting-edge technology and make a meaningful impact on our customers.

[www.hybridsoftware.com](http://www.hybridsoftware.com)



Please send your resume and a cover letter detailing your relevant experience to [HR-europe@hybridsoftware.com](mailto:HR-europe@hybridsoftware.com). In your cover letter, tell us why you're the perfect fit for the role of Pre-Sales Specialist at HYBRID Software.