

## Job Description

<b>Job title</b>	<b>Pre-Sales Consultant</b>
<b>Location</b>	<b>Denver, CO USA</b>
<b>Reports to</b>	<b>Executive Vice President, Sales and Marketing</b>
<b>Term</b>	<b>Full-time</b>

### About Oniqua:

Oniqua Intelligent MRO (maintenance, repair, and operations) cuts cost and mitigates risk for some of the world's largest energy and resources companies. Our cloud-based technology platform, combined with consulting, master data, and analyst services, make advanced analytics simply accessible, eliminating the need to hire in-house analysts or struggle with dirty data. Oniqua customers rapidly reduce cost, waste, and risk while achieving greater service levels and efficiencies.

Oniqua is proud to serve many of the world's leading companies in the oil and gas, mining, utilities industries, including ConocoPhillips, BP, BHP Billiton, Tennessee Valley Authority (TVA), Nebraska Public Power District, Rio Tinto, Newmont Mining, Xstrata and Freeport McMoRan. Our dedication, growth and development have led Oniqua to have more than:

- \$10 billion of inventory under management
- 8 million unique stock items under management
- Hundreds of installed sites in over 30 countries
- Nearly a quarter century of MRO optimization experience
- 99% client retention over a rolling five-year period

### Job Summary:

We are currently seeking a Pre-Sales Consultant to demonstrate the value and benefits of using Oniqua's proprietary MRO solution by assisting with the technical development of sales opportunities, proposals and tender responses while leading the technical delivery of software presentations and demonstrations to existing and new clients. Based in the US and offered on a full-time basis, this position will be well suited to someone who is driven and client focused!

### Key Responsibilities and Accountabilities:

- Assisting the sales organisation with technical presales activities including the bid management process such as RFQs and RFPs, as well as workshops, product presentations and demonstrations.

- Identifying unique markets and competitive positioning and feeding information back to the Product R&D, Industry Solutions and Marketing teams.
- Formulate Oniqua unique solutions to customer needs through deep understanding of Oniqua's suite of Products and Solutions and conducting workshops, product presentations and demonstrations to qualified prospects.
- Work alongside Sales representatives to manage the presales activities (including technical Solution demonstrations, BVA coordination and sales presentations)
- Understanding the customers' unique requirements, processes, and workflows; as well as formulating solutions to those needs, and delivering compelling demonstrations.
- Contributing to the bid management process by sharing senior management and end user focused understanding of our suite of Products and Solutions
- Provide holistic industry insights as well as detailed functional (granular business and user focused expertise) capabilities.
- Assist the Technology and Innovation team on system and functionality improvements and design direction (as requested)

#### **Essential skills/experience:**

- A minimum 5 years in the Information Technology Industry
- Sales experience in asset intensive industries such as Utilities, Manufacturing, Mining and Oil & Gas, both locally and internationally
- Knowledge of Enterprise Asset Management industry; materials management a plus
- Able to demonstrate a technical understanding of ERP and EAM systems, eg. SAP, Oracle, and their integration points with other software solutions

#### **Qualifications:**

To be considered for this position it is essential that applicants have demonstrated experience and success in a similar function with relevant global, cross functional, resource sharing exposure. The ideal candidate will have experienced system evaluation and analysis capabilities, providing change management and process outcome insights. Must have strong interpersonal skills and an ability to translate complex technical environments. As is a willingness to travel both interstate and internationally.

What we offer in return is the opportunity to be part of a dynamic business with a fast-paced environment and highly collaborative team. Salary will be agreed based on experience and the value candidates bring to the ONIQUA team.