



Sievo is a leading procurement performance management software firm. Our dedicated focus on advancing our customers' procurement performance has translated into a strong client base, including companies such as Carlsberg, EDF, UPM, and Lego. Strong growth – according to Deloitte we're one of the fastest growing software companies in Finland – has been driven by international expansion, and currently we have offices in Finland, Sweden, France, Germany, and UAE.

Further information about Sievo can be found at www.sievo.com.

To support our rapid growth, we are establishing a pre-sales organization, and are looking for an exceptionally talented individual to join Sievo as

Pre-sales consultant / manager

Job Description:

In this position, you will work together with our global sales team to convince prospects that they desperately need Sievo. You will need to be able to confidently address customer's concerns, whether they relate to software functionality, procurement performance management concepts, or project delivery practicalities. To do so, you will not only participate to sales meetings, but also take a lead in preparing customer specific sales demonstrations and materials.

Since pre-sales organization is currently being formed, we want you to take a strong role in establishing the new organization together with senior members of our organization, including VP of Business Development and VP of Sales and Marketing. You will take operational responsibility on further developing the tools and processes related to pre-sales. You will be reporting to VP of Business Development.

This position plays a strategic role in our future development.

Desired Experience and Skills:

Depending on your seniority, you may join Sievo at Consultant or Manager level. In either case, we are looking for a multi-talented individual who has the capacity to bring our pre-sales to a complete new level of maturity. Key requirements are:

- Capability to fluently and confidently interface with different customer stakeholders, such as senior procurement/finance members and IT. Globally, at ease at CxO level.
- Fluent spoken and written English is an absolute must; other languages are strong asset, especially French, German and Spanish.
- Strong analytical capabilities
- Capability to understand in details how software solutions work
- Willingness to work hands-on to develop sales material and sales demonstrations, and participate customer meetings
- Capability to absorb and communicate knowledge related to various topics, such as procurement concepts, financial accounting practices, software functionality, project planning, IT security and others



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- Strong drive
- Willingness to travel: 100 - 150 travel days per year

A suitable working experience for the position is customer facing role in software business (ideally in procurement, financial, or BI space), or management consultant background, but we obviously welcome applications with any background as long as the experiences and skills are in place.

What we offer

In addition to challenging and diverse work as part of young multinational team, we offer a competitive salary, a relaxed, dynamic and flexible working environment in the center of Helsinki. Our rapid growth creates interesting career opportunities for talented individuals – if you prove yourself, you can expect new challenges. Should you have any questions, or if you want more information, please do not hesitate to contact Sammeli Sammalkorpi, VP of Business Development (+358 50 585 32 53; firstname.lastname@sievo.com).

Please send your application, resume, and salary expectations via email to careers@sievo.com.