



Job Title: Senior Pre-sales Manager

Location: Beijing

OpenTV (www.opentv.com) is seeking a Senior Pre-Sales Manager.

Job Description Summary:

As a member of our sales team, a Pre-sales manager interacts directly with prospects, current customers and other OpenTV teams to collaborate, demonstrate and drive adoption of our OpenTV technology solution. Because Pre-sales manager needs routinely to operate in a multi-faceted customer environment, they must feel comfortable in this highly versatile, fast-paced role.

Pre-sales manager will possess a high level of technical expertise within openTV products and services. You are expected to become experts with all aspects of the OpenTV service and products, and drive the company's solutions.

Job Responsibilities:

- Act as primary technical pre-sales for Client
- Assist in Business development by answering all technical questions from the potential clients.
- Promoting OpenTV products and solutions to the customer with technical presentation and product demonstration.
- Masters and maintain knowledge of competitors and partners' tech. solution.
- Technical management of major bids/tender response

Skills & Qualifications:

- Bachelor/Master's degree or equivalent experience preferably in technical field
- Sound technical knowledge(Computer Software, Networking, Hardware, Broadcasting)
- Excellent customer and communication and presentation skills Customer facing skills
- Ability and willingness to motivate and support other consultants Resilience and resourcefulness when solving complex problems
- Ability to present proposals persuasively
- Excellent team skills.

If interested in this position, please submit your resume to yiwen.zhang@opentv.com.