

Job Title: Pre-Sales Intern

Location: Ghatkopar East, Mumbai

Duration: 6 Months

Employment Type: Full-time (Monday to Friday)

Role Overview

The Pre-Sales Intern will support the sales team in understanding client requirements, delivering product demonstrations, and assisting in solutioning for enterprise SaaS products and services. This role provides hands-on exposure to **client interaction, solution selling, and business communication**.

List of Responsibilities

1. Requirement Gathering & Client Interaction

- Engage with prospective clients to understand business and technical requirements
- Identify client pain points and align them with suitable solutions
- Participate in client meetings and discovery sessions

2. Product Demonstrations & Presentations

- Assist in preparing and delivering product demos (online/offline)
- Support in explaining product features, benefits, and use-cases
- Help in presenting solutions tailored to client needs

3. Proposal & Documentation Support

- Assist in creating proposals, presentations, and basic documentation
- Support in preparing scope documents and client-facing materials
- Coordinate with teams for inputs on timelines and feasibility

4. Internal Coordination

- Work closely with sales, product, and technical teams
- Assist in coordinating for demos, POCs, and client requirements
- Ensure timely follow-ups and smooth communication

5. Market Research & Analysis

- Research competitor offerings and market trends
- Support in identifying industry-specific use-cases

6. Sales Enablement Support

- Help in preparing sales decks, brochures, and one-pagers
- Assist in lead tracking and early-stage qualification

Skills Required

- Good communication and presentation skills
- Basic understanding of SaaS / software products
- Strong coordination and organizational skills
- Eagerness to learn and work in a fast-paced environment

Preferred Candidates

- BCA / Engineering students or freshers
- Candidates with an interest in Pre-Sales, SaaS, or client-facing role.

What You Will Learn

- Client handling & solution selling
- SaaS product demonstrations
- Business communication & enterprise exposure