

# Pre-Sales Engineer

**Hours:** Full Time, 37.5 hours

**Contract:** Permanent

**Location:** Hybrid - Central London (Nearest tube station: Oxford Circus) / Remote

## About the company

FSB is one of the leading platform providers in the Sports Betting and iGaming sector. With an ever-increasing client base spanning across various countries and continents, you'll be joining us at an exciting time as our company grows and our journey accelerates rapidly in continuing to achieve great success. Will you be the next member of Team FSB? Develop your dream role and bet on us!

## About the role:

This role involves playing a key part in sales cycles through prospect project scoping, technical writing, and content creation to exemplify the qualities of FSB, the industry leading sports betting and casino technology solution. This role will require international travel from time to time.

## Responsibilities:

- Work within the Pre-Sales team aligning with a high energy international sales group, working cross functionally with key internal stakeholders across Compliance, Front End, Back End, Business Analysis and Project Management teams, supporting the sales cycles to get deals closed.
- Responding to extensive Request For Proposals (RFPs) and Request For Information (RFIs) that reach the Business Development department during a sales cycle. Beyond writing responses yourself this will require project management: coordinating internal stakeholders ensuring that any information, content produced, or other deliverables are in line with deadlines and your own requirements to deliver a high class response. You and the Sales Lead will be fully responsible for the quality of our responses throughout a Sales Cycle.
- Assist in scoping, presentation creation, collation and presenting to prospects alongside completing scoping proposals to be shared both with the prospect and internally with the FSB executive management team.
- Align with the Operations and Product Development teams to understand FSB's market leading but complex solution and match that with Marketing and Sales to proactively formulate the best way to communicate our value in Sales Cycles particularly in RFPs and complex selling pieces. You will produce an internal report on this every month.
- Assist with any other reasonable tasks within the context of the role/team/department as specified by the line or authorised manager



## Essential (must have) – knowledge, skills, and experience

- Clear experience or exposure to Sales through RFP responses as a Pre-Sales Consultant, Project Manager, Solution Architect, Sales Engineer, Pre-Sales Technical Consultant or similar involving complex solutions.
- Highly organised
- Highly confident and feel comfortable communicating plans and deadlines throughout the business, naturally at ease coordinating C-levels internally and in developing strong relationships externally at this level.
- Comfortable writing documentation and creating relevant content
- Ability to work in fast paced environment
- A passion for sports and an understanding of sports betting

## Desirable (nice to have)

- Experience of working for a Tier 1 Sports Betting Operator or for a B2B sports betting and casino software provider

We would be keen to see if your talent matches our requirements. Please submit your interest via our website: <https://fsbtech.com/careers/>

**Disclaimer: Please note that FSB currently does not have a licence to sponsor anyone who does not have the right to work in the UK.**