**Pre-Sales Manager**  
**Location: UK/Europe/East/US**

**About TM Forum**  
TM Forum is a global association of over 850-member companies that generate US $2 trillion in revenue and serve five billion customers across 180 countries. We drive collaboration and collective problem-solving to maximize the business success of communication and digital service providers and their ecosystem of suppliers around the world. Today, our focus is on supporting members as they navigate their unique digital transformation journeys, providing practical and proven assets and tools to accelerate execution and platforms to facilitate collaborative problem solving and innovation. You can learn more at [www.tmforum.org](http://www.tmforum.org).

Our vision is to drive the next wave of digital business growth – the digitization of every industry – by providing a common innovation platform to connect businesses, industries, and ecosystems. We do this in a highly practical and agile way through collaboration programs and communities which lead to rapid prototypes – ranging from digital business models to interconnectivity APIs – that have real world commercial applications. Complementing our collaboration programs, the Forum provides thought-provoking digital business research and publications, industry best practices and standards along with training programs to accelerate adoption, and events and workshops which connect top business & IT leaders to learn, network, and develop meaningful partnerships.

**Diversity & Inclusion at TM Forum**  
TM Forum is an Equal Opportunity Employer that does not discriminate on the basis of actual or perceived race, creed, colour, religion, alienage or national origin, ancestry, citizenship status, age, disability or handicap, sex, marital status, veteran status, sexual orientation, genetic information, arrest record, or any other characteristic protected by applicable federal, state, or local laws.

This is a full-time, remote-working position, but some international travel may be required with work flexible hours needed to accommodate team calls in different time zones. Our people are unique and many of our staff work flexibly in many different ways. Please talk to us at interview about the flexibility you need. We can’t promise to give you exactly what you want, but we do promise not to judge you for asking.

**Summary Description:**

The Pre-sales role is a new role, that’s needed to support the continued growth of the sales team across various products including Membership, Catalysts and Education & Coaching. We are looking for an individual who can help drive new business, providing support to the sales team by identifying areas of growth in our global business, assist in the execution of a clear sales strategy and support the team with prospecting and driving revenue growth. Working closely with the Senior Director of Sales Operations & Services and Director of Member Solutions this role will report directly into the VP of Membership & Services. The individual will have a good knowledge of the telco industry and have worked within a fast-growing, target driven environment.

**Responsibilities**

Work assignments include:

- Support the Sales team to uncover business needs and sell TM Forum value to both members and non-members of TM Forum, using domain experience and knowledge
• Create customized proposals for complex needs by leveraging extensive domain knowledge
• Prepare bids for TM Forum consulting engagements
• Co-create proposal templates, presentations, and other sales tools
• Run webinars, presentations and workshops for members and prospects to articulate the value proposition of TM Forum at a competent level of technical understanding
  o Work with product management to articulate market/customer requirements and facilitate the creation of scalable products from initially customised solutions
  o Work with marketing team to ascertain suitable campaigns

Skills and Responsibilities

• Sound communication skills including ability to deliver presentations using structure & style appropriate to the audience.
• Ability to work to tight deadlines and make sensible decisions under pressure taking a balanced view of client demands
• Capable of effective prioritization of tasks and personal time management, while recognizing and flagging issues outside area of own expertise.
• Ability to adapt to changes and adjust priorities in alignment with new policies/goals.
• Conduct retrospectives and implement improvement plans
• Highly motivated and used to a remote working environment
• Confident communicator with a dynamic and flexible attitude with the ability to create rapport, and work with people at all levels in the organization

Desirable Qualifications and characteristics

• Bachelor’s Degree (technical degree a plus) and ideally three years of experience
• Strong interest in technology and good communication skills (written and verbal)
• Experience working with cross-functional teams
• Ability to inspire, and build relationships

To apply

To apply for this position, please send your Curriculum Vitae, and a supporting letter explaining why you are the right person for the job, to recruit@tmforum.org