

Technical Pre-Sales Consultant

- **Multi-award winning, multinational software development company**
- **Newly created role**
- **London**

Lacima is a multi-award winning trading and risk management software provider to the energy and commodities markets. With offices in Sydney, London and Boulder, we have a strong international client base and clients in over twenty countries, including Australasia, Europe and the US. Backed by the European Energy Exchange (EEX), Lacima has been recognised as a global leader in energy and commodity pricing and analytics and employs a talented and highly educated international team of people.

Job Synopsis

With the recent addition of new products and planned growth, coupled with the recent acquisition of Lacima by EEX, we are seeking to expand our sales resources in London and require an additional technical pre-sales team member to support the sales team. As part of the Pre-Sales team, the Technical Pre-Sales Consultant will work with the sales team to understand client challenges and objectives and ensure that they are offering the right advice and guidance to design, develop and present solutions that deliver identified client outcomes. The role will focus on supporting all technical aspects of a sale including demonstration of our software and providing technical responses to proposals and inbound queries.

The primary duties and responsibilities of this role include, but are not limited to, the following:

- Consulting with stakeholders to identify and determine the business requirements and the technical solutions that will provide value and meet customer outcomes
- Supporting the sales effort through the development of standard demonstration examples and the preparation and presentation of client specific demonstrations
- Enabling the preparation of demonstrations by undertaking data cleansing and data mapping and applying mathematical modelling and analysis using Lacima's existing models
- Assisting with responding to RFPs and prospect requests
- Helping the sales team to close business opportunities
- Attaining and displaying a high level of product intimacy for Lacima's current software
- Interacting with the project implementation team to provide details of customer requirements, articulate the technical solution, and ensure a smooth transition to the delivery team

Your Skills

To be successful in this role you must have a strong quantitative analysis background and be passionate about both customer and commercial success. With one to five years' experience, you are able to work with Lacima's internal teams as well as EEX's sales and business development teams to progress sales opportunities. Your experience working in the energy and commodities markets and your knowledge of trading, valuation and risk analytics will assist with your success in this role.

The ideal candidate will have:

- A strong quantitative analysis background
- Experience of financial risk management (eg CFaR, VaR, PFE and stress analysis)
- An understanding of physical asset valuation and optimization (gas storage, power assets and renewables assets)
- Knowledge of pricing derivatives (eg financial instruments and spread options)
- Experience in commodities markets (gas, oil, metals, agricultural and renewable energy)
- Fluency in Excel and preferably another mainstream programming language (e.g. C#, Python or VBA)
- A client focused attitude, combined with excellent communication abilities and interpersonal skills and the ability to manage stakeholder engagement
- Demonstrated ability to self-organise and work with diverse, international, multi-location teams
- A self-driven and proactive nature and the ability to work independently
- A bachelor's degree, or (preferably) higher, in a quantitative or finance related subject

To apply

Remuneration package is competitive and commensurate with experience. To apply, please send your concise curriculum vitae and a brief covering letter outlining your salary expectations to careers@lacimagroup.com. A test of your technical skills will be part of the selection procedure.

We are only accepting direct applications for this role. We are unable to accept applications submitted via headhunters / recruiters. Due to time constraints, we will only contact applicants who have been selected to progress to later stages in the selection process.