

## Director, Strategic Product Information

**Location:** Raleigh, North Carolina

### Overview:

The primary role of the Director, Strategic Product Information is to manage application/technical demonstrations that clearly convey the features and benefits of Global Software's suite of Microsoft® Excel-based automation tools. This strategic role affords the experienced pre-sales professional the opportunity to develop new ideas and product enhancements based on feedback and ongoing dialog with Global's Client Services and R&D departments as well as its customers and prospects. Expert relationship building, seasoned pre-sales support experience and presentation skills are vital to this important position for our company. This is an excellent opportunity to be a major player on a grand stage as a pre-sales professional who possesses a big-picture vision when it comes to the strategic positioning of Global's Microsoft® Excel-based applications.

### Responsibilities:

- Provides oversight and direction of demo strategy
- Manages client product demos, partner channel webinars and prospective client pilots
- Works closely with the Marketing Team on webinars, e-gatherings, new demo material and trade shows
- Active participation in on-site tradeshow demo environments is expected
- Trains the pre-sales support and sales teams on the products and its place in the market
- Documents and tracks all demos and webinars for the Product Management/Sales/Marketing Groups

### Requirements and Experience:

- Bachelor's Degree (preferably Accounting/Business Management)
- 4+ years of software product management/pre-sales support experience
- Experience demonstrating software via Webex or other virtual meeting products
- Superior communication skills to include written, oral and presentation abilities
- Must be a flexible TEAM player with the ability to work under tight deadlines
- Ability to work independently and as part of a TEAM
- Some travel is required
- Accounting experience a plus

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**APPLY NOW:** *To apply for this position, please send resume and pertinent correspondence to [recruit@glbsoft.com](mailto:recruit@glbsoft.com)*