

## POSITION DESCRIPTION

# Lead Pre-Sales Consultant

ReadyTech (ASX:RDY) exists to help communities thrive, and ReadyTechers flourish on making that change happen.

They enjoy taking on challenges that matter to our customers, communities, and the world – and working to solve them with incredible technology that helps navigate complexity, while also delivering meaningful outcomes.

ReadyTechers are enterprising, and hungry to make a difference. But, more than ever, ReadyTechers are *ready for anything*.



## POSITION DESCRIPTION

<b>Title</b>	Lead Pre-Sales Consultant	<b>Location</b>	Sydney/Melbourne/Perth
<b>Report to</b>	Head of Revenue	<b>Direct report(s)</b>	Nil

### The purpose of this role

We are seeking a high-performing Technical Pre-Sales Consultant with a strong understanding of the Local Government industry to support the end-to-end enterprise sales process. This role is a critical bridge between our clients, sales, product, and delivery teams—helping to craft compelling, technically sound solutions that meet customer needs and showcase the value of ReadyTech’s platform.

You will act as a trusted advisor in pre-sales engagements, demonstrating deep understanding of council operations and priorities, contributing to sales success by articulating solution value and feasibility, and influencing future product direction through market insight.

### The key accountabilities of the role

- Pre-sales solution design and technical ownership of Local Government opportunities.
- Partner with the Business Development and Solution Consulting teams to win new business.
- Identify and translate client requirements into compelling solution proposals.
- Influence product roadmap through insights from client engagements and market trends.
- Enhance the quality of proposals and presentations for key bids, EOIs, and tenders.

### The key responsibilities of the role

- Lead technical discovery sessions and solution presentations with prospective Local Government clients.
- Tailor demos and Proof-of-Concepts to demonstrate value aligned with council priorities (e.g., community engagement, rates & property, regulatory compliance).
- Contribute to RFP/RFI responses with high-quality solution documentation.
- Build and maintain a deep understanding of the Ready Community suite and adjacent platforms.
- Collaborate with the Product, Technology, and Delivery teams to ensure solution feasibility and fit.



- Actively share learnings and best practices with Sales and Marketing teams to refine positioning and messaging.
  - Stay current with sector trends, competitor activity, and evolving council needs.
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## The ideal candidate will have these:

<b>1. Skills &amp; Knowledge</b>	<ul style="list-style-type: none"><li>• Exceptional communication, facilitation, and storytelling ability.</li><li>• Ability to simplify complex technical ideas and present them in a client-friendly way.</li><li>• Knowledge of SaaS architectures, integration concepts, and enterprise applications.</li><li>• Deep understanding of Local Government operations, systems, and drivers.</li></ul>
<b>2. Experience</b>	<ul style="list-style-type: none"><li>• Deep understanding of Local Government operations, systems, and drivers.</li><li>• Demonstrated success in a pre-sales, solution consulting, or technical sales role.</li><li>• Strong domain knowledge or experience selling into Local Government.</li><li>• Experience with SaaS platforms, particularly those involving customer service, workflow, compliance, or community engagement.</li><li>• Familiarity with public sector procurement processes, including EOIs, RFTs, and multi-stage evaluations.</li></ul>

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