

# Technical Presales



At BGO Software we have clear vision of our short- and long-term goals. To accomplish them we need a strong strategy that will make our processes and procedures cost- and time-efficient as well as effective and productive.

We have the strategy already cleared and now we need to execute it. This is the point that your strengths and knowledge come. The role of **Technical Presales** for new business is part of the middle management team at the company. This role is essential for the smooth collaboration with our clients, managers, and execution teams. It combines consultancy and deep technical understanding of SDLC. The dynamics of the role is dictated by the need of constant communication among various teams and departments in the company to achieve full alignment between them. You must be an active listener, who could read between the lines when it comes to working with people – clients or teammates.



# The Company

OVER 10 YEARS OF EXPERIENCE IN DIGITAL HEALTH

We are advisors, designers, and developers who help pharmaceutical, biotech and healthcare organisations **overcome technology challenges, build innovative business models, optimise, and automate processes and increase customer satisfaction.**



## WE WILL TRUST YOU WITH

Interviews with new technical people.  
Determining new project teams' structure and size: number of people, roles, responsibilities, developer levels (senior, junior etc), internal/external positions ratio.

Determine roles and responsibilities from customer side (product owner, technical contacts, experience, expectations from each person)

Establish communications between customer team <-> BGO Team (who speaks with whom, meetings schedule, reporting schedule from our side)

Initial Agreement with customer on project execution methodology (sprint lengths, releases cycle, etc.) and instructing the BGO team. Oversee the execution during the first month.

Assist business development team with opportunities evaluation, their viability, and priorities.

When needed, perform ad-hoc calculations about the potential Profit/Loss of a new team together with Operations Manager.

Occasionally join to meetings with Business Development and customer as a technical consultant regarding possible team/project expansions.

Assist to the project initiation scope planning

Analyse legacy projects and suggest execution improvements.

Attend to discovery meetings for new managed services.

Contribute to the company data collection product design, architecture, and features



## BACKGROUND

8-10 years of experience as a Software Engineer with hands-on project development and delivery



Experience in software architecture, database design



Skilled team player, effectively collaborating with different individuals, and bringing them together as a team



Client oriented with focus on consultancy And constructive feedback



Analytical and logical approach towards development strategies and best practices



# Our benefits for you



Professional growth and learning as well as personal development



Flexible working hours and Work-Life Balance of extraordinary importance



Additional health insurance with dental insurance



22-25 annual paid leave.  
Remote or hybrid work mode



Multisport card reimbursements, Employee bonus program, teambuildings and events



Learning organization by design, knowledge sharing through internal trainings from the best professionals



Bonuses for your special day – b-day, wedding, baby on board, and many more

# Our values

#BGOValues



**Impossible is nothing**, because everything is possible



**Always improve** and strive to grow yourself



**Team play**, because we grow together



**Be proud** of what you do



**Own your results**

