Product Consultant  Frankfurt, Germany

Tableau helps people see and understand data. Our analytics platform fuels exploration, allowing you to quickly answer questions with data and share insights across your organization. Global enterprises, early-stage startups, nonprofits, and governments all use Tableau’s intuitive software to quickly transform their data into actionable insights. We are passionate about our product and our mission and we are loyal to each other and our company. We value work/life balance, efficiency, simplicity, freakishly friendly customer service, and making a difference in the world!

As part of our sales team in Frankfurt, you will work largely to support sales opportunities from a technical standpoint. You will provide pre-sales support contributing to the successful conversion of prospects to customers and engage customers to drive product adoption.

Some of the things you will be doing include:

- Become an expert in the features, benefits and application of Tableau’s products
- Use Tableau’s products to quickly and expertly generate compelling, interactive visualizations
- Provide presales support for prospects including data review, product demonstrations and analytic problem solving
- Communicate via phone, email, face-to-face and web meetings with prospects assisting and guiding them through the evaluation and selection process
- Communicate daily with sales staff regarding sales activities and tactics
- Support the regional Marketing team with the delivery of webinars and technical presentations at events and tradeshows

Who you are:

Strong communication and presentation skill. You love the idea of sharing the Tableau story.

You know what to say and more importantly, how to say it. You are fluent in English and German.

Problem Solver. You love tackling tricky data challenges and know how to visualize data for cognition.

Highly Technical. You have some technical skills across a range of technologies or applications in the field of Business Intelligence and Analytics e.g. data visualization, databases, data mining or statistical research.

Experienced. A degree in Information Technology, Economics or quantitative discipline. Ideally, first experience working in a software company, consulting or customer-facing role.

Cross-Cultural. You are passionate about relating to people from a variety of cultures.

A True Team Player. You’re the best at what you do and you know how to work with your colleagues to get their best.

Apply at careers.tableau.com

Tableau Software is an Equal Opportunity Employer.