


# Junior Pre-Sales Consultant (m/f/d) – Identity & Access Management

 Starting immediately

## Your Responsibilities

As a **Junior Pre-Sales Consultant**, you will support the sales process from the first customer inquiry to solution delivery. You will work closely with Sales and Consulting teams, helping to translate customer requirements into suitable technical concepts in the area of **Identity & Access Management (IAM)**.

You will participate in **product and technology presentations, demos, webcasts, and workshops**, and assist with **Proofs of Concept (PoC)** and tenders. As you gain experience, you will gradually take on more responsibility in technical customer consulting.

As a key interface between Sales and Consulting, you will ensure smooth information exchange and assist in the development of solution concepts, effort estimates, and cost calculations. Additionally, you will help maintain and expand our **partnerships**, particularly in the **Microsoft ecosystem**.

You will support **conferences, events, and trade shows**, help build new customer relationships, and professionally represent OCG alongside the team.

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## Your Profile

### Technical Skills

- Initial professional experience, internships, or student work in **IT, consulting, or pre-sales** environments
- Basic knowledge in **Identity & Access Management (IAM)**, ideally with Microsoft technologies
- Interest in **IAM cloud technologies**, e.g., Microsoft Entra ID
- Proficient in **German and English**
- **High willingness to travel (50% or more)**

### Personal & Social Skills

- Strong **communication and presentation skills**
  - Open, empathetic approach and enjoyment in working with people
  - Ability to listen carefully, understand requirements, and think solution-oriented
  - Strong **team spirit** with respectful and cooperative interaction
  - Initiative, willingness to learn, and personal responsibility
  - Structured, reliable work style and organizational skills
  - Confident demeanor and motivation for continuous personal and professional development
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## What We Offer

- A structured entry into a **pre-sales career in the IAM field**
  - Close collaboration with experienced **IAM and pre-sales experts**
  - **Mentoring** and individual training and development opportunities
  - Flexible working models (**office / home office**)
  - **Company car after successful probation period**
  - Modern work equipment and attractive benefits
  - Flat hierarchies, short decision-making processes, and a collegial working environment
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## About OCG

OCG stands for **long-standing expertise in Identity & Access Management** and a corporate culture built on **trust, reliability, and personal collaboration**. Decisions are made pragmatically, teamwork happens on an equal footing, and commitment is recognized and appreciated. Anyone looking to take responsibility and develop professionally and personally will find a **supportive environment with strong cohesion and long-term perspectives** at OCG.

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## How to Apply

If we have sparked your interest, please send your complete application, including your earliest possible starting date, by email to **bewerbung@ocg.de**.