

<p>Title: Organizational Hierarchy: Manager: Tier: Classification: WFH Eligibility: Travel Requirements:</p>	<p>Solution Consulting Specialist Sales VP of Sales 3 Full Time Up to 30%</p>
<p>Summary</p>	<p>The Solution Consulting Specialist is primarily responsible for demonstrating our software platform to prospects and existing customers. Configuring the software platform and flow of the demo to confirm the solution can meet and exceed the business requirements provided by the prospect / customer. The Solution Consulting Specialist will also be responsible for ensuring demo environments are current and readily available.</p> <p>Administratively the Solution Consulting Specialist reports to the VP of Sales.</p> <p>Time spent for assigned duties and responsibilities are estimated as follows:</p> <ul style="list-style-type: none"> • Demo environment maintenance 20% • Performing Demos 25% • Preparing for Demos 30% • Industry Events / User conference 15% • Administrative Responsibilities 10%
<p>Duties and responsibilities</p>	<ul style="list-style-type: none"> • Demo environment maintenance – Have technology background (SQL server, Web services, API, etc.) to ensure demo environment(s) are patched to current release level and working with hosting to ensure proper performance, backups, usage, etc. • Preparing for Demos – active engagement in sales opportunities including participating in discovery calls, understanding the key success criteria as provided by the prospect / customer and being able to translate these business needs into the software platform through configuration, data entry and workflow management. Asking questions to draw out “all” business needs and ensure complete understanding of same • Performing Demos – Scheduling time with prospect / customer and internal team to demonstrate the software platform that meets the business requirements previously communicated. Adept in real time adjustments to answer questions, show different functions, create solutions and more. The goal is ensuring the prospect / customer is confident in the proposed solution • Industry events and user conference – Attends conferences as scheduled and be prepared to show canned demos to those attending. Engage in conversation and as possible translate conversation into

	<p>software solution. Capture prospect / customer information for follow up after event</p> <ul style="list-style-type: none"> • Administrative Responsibilities – monthly administration of a sales pipeline, including preparation for pipeline review, expense reporting, quote generation, sales meetings and other internal related training / meetings.
<p>Qualifications and skillsets</p>	<ul style="list-style-type: none"> • At least three to five years of proven pre-sales experience • Prior experience in distribution or technology sales preferred • Business mindset / approach to the role • Strong interpersonal skills and negotiation skills • Strong written and verbal communication skills • Strong networking and relationship building skills • Strong time management skills • Technology background including SQL Server, Web services, API, etc. • Working knowledge of customer relationship management (CRM), salesforce automation (SFA), or contact management applications preferred • Strong working knowledge of Microsoft suite, including Microsoft Outlook, Windows, Word, Excel, and PowerPoint • Ability to travel at least 30%, including international travel • Bachelor’s degree in business, technical, or other related field preferred
<p>Disclaimer</p> <p>This job description does not include every duty or responsibility that the employee may be asked to perform at some point in time. Management may, at its discretion, assign or reassign duties and responsibilities to this job at any time.</p>	