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# Example of Client Solution Executive Job Description

Our growing company is looking for a client solution executive. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for client solution executive

* This position will also focus on the Defense Health Agency (DHA) and Veterans Administration (VA) sales
* May manage multiple opportunities of varying scales concurrently
* Candidates are required to have an understanding of the Federal, State and Local client goals, strategies, industry trends and directions
* Meet target utilization and fulfill duties of billable assignment
* Work with the Channel and Alliance teams to identify and formalize relationships with key partners and 3rd parties involved in the advising on, and selling of Hybrid Cloud, Software Defined Datacenter (SDDC) and End User Computing (EUC), solutions
* Develop comprehensive statements of work (SOW) to ensure successful solution delivery
* Manage end customer professional services investment to align with expected value, outcomes and mission requirements
* Build client relationships and a business pipeline of business process outsourcing opportunities with Distribution operators globally
* Works with Lead Account Partner at Top and Cluster Accounts to develop relationships with executives to help position ADMI solutions and services
* Develop sales plays and other sales activities

## Qualifications for client solution executive

* Finance Consulting or Shared Service experience at senior (CxO) level
* Deep understanding of Finance & Accounting processes
* Ability to create, shape and articulate a value proposition (vision) for the client
* Experience in negotiations of large outsourcing contracts
* Experience in bid & proposal management
* High international and inter-cultural social competence towards internal and external stakeholders