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# Example of Client Solution Executive Job Description

Our company is looking for a client solution executive. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for client solution executive

* Taking personal ownership of the outcomes for your territory
* Identify key client opportunities to drive pipeline coverage
* Build out with our local and global industry specialists, solution designs, and the client a solution the delivers the client’s business outcomes
* Negotiate to a win
* Act as a trusted advisor to our clients
* Define various opportunities available within the existing clients based on research outputs, competitor analysis, Client / Industry context and ground intelligence

## Qualifications for client solution executive

* Outsourcing Framework, Proposal Management, Value Selling, Conflict Management, Contractual Change Management, IT Benchmarking Methods, Enterprise Architecture, Consulting, Negotiation Techniques, External advisor processes
* Fluent both in Korean and English communication
* Minimum seven years’ experience in IT field
* Minimum two years’ selling or sales support experience
* At least 8+years IT services company (or system integration company) sales or pre-sales experience
* Experience in selling Multi-Vendor Services or Managed Services is preferred