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# Example of Client Solution Executive Job Description

Our growing company is looking for a client solution executive. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for client solution executive

* Maintain personal relationships with key counterparts in existing customers to ensure upsell/cross-sell in existing customers
* Conduct structured, periodic reviews with key stakeholders to ensure adherence and customer satisfaction
* Drive a culture of timely collections and recoveries and work towards continuously improving Net Sales Realization
* Assist in organizing client visits, collating critical artifacts, participate during visits / in client meetings, Collaborate with the Sales, Marketing and Product Management teams in managing marketing events / sales campaigns to increase the brand awareness
* At least 4 years of experience with related Pre-Sale Services
* Managing complex deals (>50m TCV) as Deal Maker (min

## Qualifications for client solution executive

* Develop multiple analyses such as competitive intelligence reports, Industry Specific reports, win-loss analysis reports, to aid Sales team with required information to differentiate product solutions with respect to competition
* Contribute to business expansion by identifying growth opportunities within the existing clients that is synchronous with the overall EV sales strategy and managing key business partnerships
* Create and collate information for specific pursuits / prospects in order to ensure timely submission of RFI/RFP
* Support Sales team with required analysis for generating new leads
* Organize and participate in proposal related due diligence workshops / meetings
* Anchoring Proposal preparation and submission to clients