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# Example of Consulting Sales Job Description

Our company is growing rapidly and is looking for a consulting sales. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for consulting sales

* EPM / BI / Exalytics Services
* Database Services (Migration Factory, Golden Gate, Data Guard, RAC, ASM, OEM)
* Grid and Cloud Management Services
* ExaPlatform Services
* FMW services
* Data Center Consolidation
* Our Consulting / Professional Services Sales Reps are assigned a targeted account type, a geographic territory, pipeline targets and a bookings quota for the market
* They are responsible for finding and generating new customers, developing new accounts and/or expanding existing accounts within an established geographic territory, industry, product segment, or channel
* The successful candidate will be distinguished by additional specialized knowledge in breadth and/or depth, record of success in sales
* Our Consulting / Professional Services Sales Reps are viewed as an experts in the field and are assigned to large, complex, highly visible, strategic, or tactically important accounts

## Qualifications for consulting sales

* Demonstrated experience in negotiating successful transactions that have driven sustainable profitable growth
* Deep industry (Consumer banking, or other vertical applying predictive analytics) and/or domain knowledge (Marketing, Originations, Customer Management, Fraud, or Collections and Recovery) required
* Drive the sales process for opportunities (and RFPs) that target prospects or existing customers
* Proven experience as a consultant and/or in selling business or management consulting services (5-10 years experience)
* Proven success of selling to and winning large accounts, and the ability to sell client-specific consulting and value add solutions
* Extensive customer/client facing experience globally, the ability to engage and influence at senior levels within large global organizations, and must possess a strong understanding of the principles of driving and communicating client value