Downloaded from <https://www.velvetjobs.com/job-descriptions/consulting-sales>

# Example of Consulting Sales Job Description

Our company is looking for a consulting sales. 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 consulting sales

* 10% - Performs necessary sales administration to make sure all parties are kept up-to-date on sales activities
* Managing a team of Solutions Consultants across Europe, Middle East and Asia
* Onboarding/Enablement/Retaining and Building a strong Solutions Consulting Team
* Lead and develop all Functional and Technical Consultants within the E2AP pre-sales teams, ensuring high quality and effective bid support and client demonstrations, with success measured directly from pipeline success and win rates
* Resource and line management for E2AP pre-sales and bid management teams to ensure capacity and coverage to recorded pipeline and other agreed activity
* Liaise with and assist the E2AP sales teams in improving the quality and weighting of pipeline opportunities through the design, development and success of sales propositions
* Making sure Solutions Consultants are working on the qualified opportunities by tracking Opportunity Stage, Win rate of opportunities where Solutions Consulting is engaged
* Directing the development and efficient provision of the E2AP presales environments and product showcases
* Advise and work with the Marketing team on the articulation and delivery of case studies and campaigns
* Responsibility for Bid production and delivery of all major bids, in conjunction with the local sales lead and Bid teams

## Qualifications for consulting sales

* RD will be responsible for driving overall CG business in the RD's coverage area
* RD will be required to assist FA's at client meetings involving CG business
* RD will be required to take a lead role in assisting national sales in recruiting advisors to the firm
* Demonstrated knowledge and/or experience with retailer POS data or syndicated data
* A deep understanding of Excel and knowledge of Powerpoint is critical
* Authorization to work in the U.S. is required, as visa sponsorship will not be provided