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# Example of Sales Consultant / Senior Sales Consultant Job Description

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

## Responsibilities for sales consultant / senior sales consultant

* Identify and qualify customers’ business and functional requirements in order to obtain initial project estimates and identify solution gaps
* To ensure any technical expertise and assistance required in the problem determination of complex UCP SAP HANA Solution issues are made available and to monitor progress of such situations
* Ensure that UCP SAP HANA proposals are technically sound, able to achieve claims made for them and represent the optimum technical solution within the defined constraints
* Data integrity – researches companies and billing to accurately represent whole customers in SalesForce.com
* Help creating GTM sales strategies by collaborating with product and delivery pods to develop the strategic vision, scope and context for product / sales initiatives (includes market / competitive intelligence tracking, industry research, case studies) and building the supporting sales collaterals
* You will be responsible for developing strategic sales collaterals for Brand teams globally, including EU, NA, APAC, META and other regions/teams
* If you want to create mobile strategies for top global brands by crafting solutions using different product offerings to fit a brand’s advertising objective, if the idea of creatively proposing advertising solutions more suited to client needs with tight timelines gets your mind working on top gear, then the Brand Solutions team is the right fit for you
* Proactively identify opportunities and strategize engagements to meet specific sales closure and revenue goals
* Compliance to all relevant CBE SOP’s
* Familiarization with audit and certification processes and practices

## Qualifications for sales consultant / senior sales consultant

* Consistent track record of significant revenue generation through successful capture of new business extensions to current business
* Minimum 5 years hospital sales experience
* Must have software or capital sales experience
* Ability to travel 35-50% - Travel % will be determined by home office location
* Works in an IT related role today (presales consultant, Middleware Implementation expertise, technical support
* Effective presentation skills with competence presenting both live and via WebEx to diverse audiences from first-level / inexperienced users to senior level executive sponsors