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# Example of Solution Advisor Job Description

Our company is looking to fill the role of solution advisor. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for solution advisor

* Integrate software and data to provide complex workflows
* Present the value proposition of Que$tor and other Cost Estimation solutions
* Provide training to internal and external customers of Energy Geoscience solutions through Private Training courses at customer sites and Public Training courses in various locations in the region
* Provide Mentoring on Geoscience workflows and best practices at customer sites throughout Latam with focus on Mexico and northern part of the region
* Present the value proposition of Energy Geoscience software solutions
* Support the North America Field Organization on driving revenue across the Customer Engagement & Commerce Portfolio (Sales Service, Marketing, & Commerce)
* Provide senior strategic sales cycle support on CEC specific solutions
* Leverage solutions expertise ensuring business critical & innovative results for both Software and Cloud environments cross- industry and customer segment
* Articulate our competitive advantage for customers and prospects
* Work with product marketing, solution management, product management, strategy teams and partners to create the assets required for the CEC field organization to be successful

## Qualifications for solution advisor

* Professional experience with large, multi-national software/IT organizations and with a demonstrated expertise of at least one solution segment/LoB
* 7+ plus years of HR solution consulting experience with the ability to translate business problems into solution strategy and execution plans
* Expert product knowledge with Recruiting and Onboarding and their interdependencies with our other HCM solutions
* Working knowledge of integrations to other solutions in general and overall
* Strong product knowledge of Employee Central a plus
* Enterprise HR implementation experience, including integration and business process consulting experience required