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# Example of Solution Advisor Job Description

Our company is hiring for a solution advisor. 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 solution advisor

* Provide standardized approaches for value based sales activities focused on Customer Engagement & Commerce
* Oversee deal support and product expertise for Cloud Services products
* Leading discovery sessions and solution architecting using design thinking processes
* Conducting and implementing Proof of Concepts and Digital Protoypes for innovative customer scenarios
* Utilize new and existing propensity to buy reports for identifying new target accounts and new market opportunities
* Support key Success Plan product renewals and work with product and delivery to achieve product renewal targets
* Drive strategic account specific Premier upsell and A La Carte territory specific campaigns
* Collaborate with other parts of the organization, including Success Partners/Associates, Account Executives, Sales Productivity, Marketing, Legal, CSG Regional Leaders, Customer Success Managers, Technical Support, and Product Management to address and resolve customer or sales issues
* Contribution in maximizing opportunities for Premier Success services and Signature Success Plan
* As the solution expert, provide deal support for Cloud Services opportunities

## Qualifications for solution advisor

* Deep HR domain including Recruiting and Onboarding offerings and HR business process knowledge required
* Ability to work independently a high level of collaboration and quality of work
* Excellent project and task management skills, ability to prioritize shifting priorities and meet deadlines
* Ability to influence internal and customer stakeholders to drive customer adoption
* 7 plus years HR Solution consulting experience with the ability to translate business problems into solution strategy of direct related work experience driving client solutions and implementation experience with large scale Recruiting and Onboarding software deployments (either as an internal program owner or as an external consultant)
* Travel is a requirement for this job