



Example of Principal Sales Consultant Job Description

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Our company is hiring for a principal sales consultant. 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 principal sales consultant

- Maintains up to date knowledge of competitive & partner applications and technology offerings
- Maintains awareness of IT Industry architecture development frameworks and approaches
- Create and deliver presentations, customized demonstrations, seminars and workshops to customers and partners, public events
- Develop compelling solution proposals
- Ensure the sales team is educated on the solutions offered
- Demonstration of Primavera solution based on clients' requirements either derived from RFX or detailed requirement analysis
- RFX response from a functional and technical perspective
- Partner Enablement/Support
- Provide presales technical / functional support to prospective EPM clients and customers
- Deliver presentations demonstrations & workshops

Qualifications for principal sales consultant

- Strong technical background in wireless infrastructure industry
- Knowledge of mobile infrastructure, 2G/3G LTE & IMS networks
- Knowledge of SS7, Diameter and SIP Protocols
- Preferably at Technical Degree level, in Computer Science or Engineering

