



Example of Principal Sales Consultant Job Description

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Our innovative and growing company is looking to fill the role of 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

- Engaging with prospective customers throughout the sales cycle to include both supplying relevant information and gathering information from prospects
- Actively support sales team prospecting and assist in the qualification of the results
- Develop and Maintain sales collateral for the designated products to include all marketing and sales materials
- Assist in the gathering of market data related to the product(s) to include market analysis and the development of product GTM (Go to Market) Plans for ASPAC
- The consultant should be confident enough to carry out client/prospect visits in the absence of a sales exec
- Close the technical side of the sale
- Minimum 7 years pre-sales experience with relevant computer applications or Database / tools
- Minimum 3 years vendor (sales and marketing) experience
- Proactively lead fact finding/discovery sessions with appropriate mission clients
- Architect and sell value-based solutions to customer technical staff and executives

Qualifications for principal sales consultant

- Argue points for both quantitative and qualitative planning and risk assessment techniques
- Seeks a high activity work environment
- Technical Degree with at least 8 years of relevant experience or equivalent proven combination of education and experience
- Needs to have sound business acumen relevant to positioning million dollar solutions
- Technical depth in hardware and storage technologies
- Java Skills in the areas of Servlets, JSPs, RMI, EJB, JMS, JDBC, JCA