Our growing company is searching for experienced candidates for the position 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

- As the Subject Matter Expert, supports technical skills transfer to Systems Consultants, channel partners and customers for designated markets or industries
- Actively mentors and shares product and technical knowledge, updated and relevant information to support local Systems Consultants community and the Regional Systems Consultants team
- Maintains close and intense relationships with key engineering, support, consulting and product marketing organizations
- Delivers specific Technical and Business Value product presentations to partners and customers, and ensures high level technical communication with IT and business executives
- Shows expertise in qualifying the sales opportunities in terms of customer technical requirements, competition, funding and decision-making process
- Provides specific solutions leveraging alliance partners to fit with customer and market local requirements
- Engages other functions resources in top deals or channel support
- Deliver on assigned quarterly new customer acquisition and revenue growth targets
- Utilise your deep understanding of health insurance in order to demonstrate its value to prospective clients
- Conduct fit-gap analysis with health insurers to assess fitment between their requirements and our offering

- Learns and maintains in-depth knowledge of industry knowledge & trends
- Engagement in and influence of relevant external organization & committees
- Establish account presence and build trust with key partners
- Manage / resolve technical issues and problems of partners
- Domain knowledge of CIM, Data Architecture, Databases, Analytics
- Understanding of Relational Databases, Awareness of Graph Databases