



Example of Sales Consulting Manager Job Description

Powered by www.VelvetJobs.com

Our company is growing rapidly and is searching for experienced candidates for the position of sales consulting manager. 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 sales consulting manager

- Conduct regular meetings with the Sales Consulting team members to provide guidance on topics such as Opportunity support or career guidance
- Devise and implement the market strategies and account plans that are aligned with business overall strategy to directly support and drive development of new accounts and maintaining existing accounts
- Identify opportunities and create a pipeline of qualified prospects to produce profitable bookings with established forecasts and objectives for the business
- Provide effective customer relationship management by working in conjunction with internal and external business stakeholders to deliver high levels of service, resolving issues raised by customers and to seek mutually satisfactory solutions and ensure high customer satisfaction is achieved
- Achieve commercial and operational targets set by management, such as those regarding pipeline, bookings, profitability, sales budget, client/market development and quality
- Develop, maintain key account metrics and communicate clearly progress to internal and external stakeholders
- Contribute to the initial pre-sales activities in direct contact with customer
- Drive innovation, promote new functional/business areas to address and nurture incubation of "next-gen" solutions and services via prototypes, partnerships and customer events
- Implement solution pre-sales & marketing methodologies, value propositions,

- Support and animate customer events, workshops and showcases on thought-leadership and specific innovation areas

Qualifications for sales consulting manager

- Previous experience in Management is required (5+ years experience), ideally in Technical or Sales Consulting roles
- A demonstrable interest in technology and the latest IT trends
- Detailed understanding of the Japan Utility Market, including Deregulation Trends
- Support strategic studies, due-diligence and corporate initiatives on an ad-hoc basis to help defining the product investment and acquisition/partnership strategies
- Ability to get the most out of resources
- Experience delivering full lifecycle ERP implementations preferred - Project Management