



# Example of Solution Manager Job Description

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Our growing company is looking for a solution manager. 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 manager

- Leverage overall Power Digital portfolio and product strategy to create a detailed product plan for Plant Optimization - OaaS → balancing internal productivity and customer facing applications
- Support sales team to promote Total Transport Solution to customers through customer visits, customer seminar, road show
- Effectively manage and optimize each account's customer experience with CA
- Have a passion for meeting or exceeding CA's financial sales goals, and strategic business targets
- Committed to master CA's internal business processes, systems, and support, and adopt and suggest change where necessary
- Act on results
- Know your customer - understand pain points, business and IT needs, market trends, competitors
- Lead and manage the customer (internal/external) during solution discussions, scoping, timelines discussion and other needed activities to achieve effective solution closure and serve as a trusted advisor
- Ensure with stakeholders (Business, IT, Network, Vendors) that the solution and architecture address business needs and provide real business value
- Manage the Scoping process, budget, and timeline

## Qualifications for solution manager

- 10+ years' experience in Enterprise software sales, enterprise consulting or equivalent
- Should have experience in writing proposals, responding to RFPs, RFIs and quality client presentations
- Pre-sales / bid-team experience including creation of cost models, SOWs, response to RFI/RFP
- Excellent oral, written communication and presentation skills for C-Level clients CIO, CTO, CFO
- Five years of experience providing IT consulting services to clients on behalf of a global consulting company
- Bachelor's degree or equivalent in Engineering (any), Robotics, Computer Science, MIS, CIS or a related field