



Example of Solution Representative Job Description

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Our growing company is looking to fill the role of solution representative. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for solution representative

- Develop revenue forecast in coordination with Market Director
- Identifying new sources of opportunities for sales in single family units (SFU's)
- Meet and exceed the monthly quota of 20 New Opportunities per month
- Raises awareness of customer issues that may exceed service level
- Enhances sales performance by optimizing territories and routes to market, utilizing account planning in Banking and Retail
- Understands the client's strategic business objectives and business processes/metrics, including their organization, financial decision-making process and business challenges
- Applies an understanding of the client's industry, including industry trends/dynamics, key performance indicators, industry financial measurements, and key industry players and competitors
- Participate in all sales meetings
- Quote prices and credit terms, estimate delivery dates, and prepare sales contracts
- Follow established accounting and credit handling procedures

Qualifications for solution representative

- At least 7 years experience in leading Oracle solutioning engagements
- At least 7 years experience in the area of billing solutions
- At least 7 years experience in Financial Services, Banking, Capital Markets and secondary industry knowledge about Energy and Utilities would be

- At least 7 years experience in negotiations with senior levels of client management for the acquisition of leading edge total solutions
- At least 1 year experience in Government, Telco, Manufacturing, Retail, industries
- You'll be effective in building and maintaining relationships with existing and strategic target decision makers, detailed oriented with strong organizational skills and strong interpersonal and communication skills