



# Example of Solution Representative Job Description

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Our company is looking to fill the role of solution representative. 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 solution representative

- Translate the IoT value proposition into real-world business value specifically focused on selling to the factory
- Extend the existing strategic relationship with customers/prospects
- Drive and manage the entire sales cycle
- Enhances sales performance by optimizing territories and routes to market, utilizing account planning, TOP
- Develop revenue forecast in coordination with Regional Director and the CAD segment's Go-To-Market Vice President
- Define the optimal Strategy for the German to increase the Servigistics Solution revenue
- Direct sales management in the Manufacturing, Automotive, Aerospace & Hi-tech businesses, amongst other verticals
- Prospecting to develop new accounts while maintaining sales & relationships within existing accounts
- Management of sales cycles from open to close
- Presentation and strategic meetings up to C level executives (CEO, COO, CFO, CIO, Service Executives) and Departmental Managers

## Qualifications for solution representative

- Possess a track record of prospecting and qualifying sales leads, the ability to develop value propositions and influence Senior I.T

- At least 7 years experience in leading sales engagements and selling solutions
- You'll be willing to develop your skills & experience in sales establishing a track record of achieving/exceeding assigned quota objectives
- The ability to strategically plan and manage a Local Government territory, detailed and well maintained account and opportunity plans
- Teamwork at highest levels within business unit relationships with customer