



# Example of Solution Representative Job Description

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Our growing company is searching for experienced candidates for the position 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

- Making a high volume of outbound calls relating to customer service issues & sales
- Taking complaint calls, documenting issues that arise at stores, and emailing them to upper management
- Collaborate with full HPE Ecosystem
- Explain the business value of our technology to our customers
- Articulate competitive landscape
- Accountable for running SEA deals to closure
- Drive proactive install base expansion and refresh
- Cross-sell into single BU opportunities
- Customized customer solutions
- Increase close rate and opportunity value

## Qualifications for solution representative

- Proven track record in selling across the UK
- Proven track record in selling across the DACH region
- 5 Years Sales Experience with Cyber vendor
- Experience in Networking consulting/sales (ie
- Proven track record in selling across the Benelux region
- Other European languages a benefit