



Example of Solution Representative Job Description

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Our company is looking to fill the role of solution representative. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for solution representative

- Independently sell specific product/solution
- Collaborating with a Senior IP Sales Specialist for assigned region
- Working in a team environment with Executive Account management, Corporate and Field Applications Engineers, Product Marketing Managers, Contracts Administration, and Finance staff to meet and exceed established sales objectives
- Identifying trends to forecast and respond to requests and inquiries from the business unit and executives by using data from select database and reports
- Implementing IP solutions to customer problems by applying creative ideas to meet their business and technical objectives
- Supporting the assigned field team with driving IP selling strategies through an understanding of the customer's challenges and needs regarding IP requirements
- As required, coordinating the preparation of written proposals, and working with internal organizations such as business units, legal, finance, and order processing to close business
- Developing complex technical sales plans, which may involve competitive displacements, or creative business agreements to meet or exceed pre-established quotas
- Securing renewals
- Proactively reaching out to clients

Qualifications for solution representative

- A BS/BA degree from an accredited university or college is preferred
- A minimum of 1-2 years sales or relevant industry / company experience in high tech sales calling on B2B sales channels
- Sense of urgency, proactive, self-starter
- Ability to think and respond quickly to customer questions during a sales call
- Problem solver, creative at finding the path to success and win-win