



Example of Solution Representative Job Description

Powered by www.VelvetJobs.com

Our company is growing rapidly and is looking to fill the role of solution representative. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for solution representative

- Publishing Boutique research products and services to clients promptly
- Providing analytical insight and tools for client success and sales team
- Meet assigned sales targets for profitable sales volume and strategic objectives in assigned accounts
- Establishes productive, professional relationships with key in-Geo, WW WCE Segment outside Watson Customer Engagement Integrated Account teams
- Raises issues regarding customers Offering/Product needs and coordinates with Offering Management and WW Segment leaders to manage client expectations and sell the broader WCE vision
- Drive the entire sales cycle on your own territory from initial customer engagement to closed sales
- Understands client requirements and competitively positions company solutions to meet the needs to drive retention strategy
- Quota attainment
- Joint end user teleconferences, application support, quote follow up, and fast service
- Develop account plans for top accounts

Qualifications for solution representative

- Critical thinking – both internal and external
- Someone who can develop strong product knowledge and competitive product knowledge in their sales approach

strategies for your account

- Data entry into Excel and/or SharePoint
- Answering inbound and making outbound telephone calls to customers for a variety of different reasons (answering customer questions, scheduling, and checking techs in and out)
- Ticket creation of a minor technical problem for customers using ticket creation system