



Example of Solutions Executive Job Description

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

Responsibilities for solutions executive

- Provide leadership to extended sales, delivery and support teams to achieve account targets and growth objectives
- Implement and maintain an effective sales management approach to provide current and accurate projections and pipeline forecasts to support business
- Inspires and provides leadership to the account team in the planning and attainment of objectives
- Work closely with the Marketing, Delivery, Customer Care & Consulting teams to ensure activities are aligned with the overall corporate strategy
- To meet with your key internal contacts for regular business review meetings to formulate territory plan and exchange relevant information
- Take ownership of sales response channels and ensure real time proactive answers are provided on enquiries and provide feedback to Sales Success Manager on sales challenges and consistent issues that are impacting sales and business clients
- Assist with Design & Delivery of internal communications to Internal Teams, Sales Directors, Managers and Sales Teams
- Assist with Marketing and other stakeholders on Comms to clients on New Business initiatives
- Ensure Sales Team are supported in knowledge and process of implementing sales processes while continually looking at ways to reduce admin
- Assist in ensuring Comms instruments are continually assessed and updated as best practice for the sales teams

Qualifications for solutions executive

- Must have knowledge of video and HSD Broadband offerings from both a pricing and application perspective
- Solution selling skills also preferred
- Must be energetic, self-motivated and able to work independently within established guidelines
- Must be able to provide own transportation and personal vehicle insurance
- Must have valid TX driver's license and good driving record