



Example of Solutions Executive Job Description

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Our company is growing rapidly and is hiring for a solutions executive. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for solutions executive

- Interact with Global and Group product teams at headquarters outside of Japan for a service set up and delivery
- Interact directly with clients on post sales activities with the likes of project set up, maintenance and support
- Serve as primary contact to junior level client contacts on E-commerce solutions and understand and respond to questions on content, basic data issues/questions
- Experience in FMCG / Retail, Online & E-commerce
- Strong Client Focus and Reactiveness
- Highly organized with a preference for project management training
- Responsible for prospect development, sales calls, product demonstrations, proposal and bid preparation, and delivery of C-level (CIO, CFO,) presentations
- Develops and Maintains positive working relationships with a network of peers, business leaders and customers
- Achieve IS revenue targets for Vertical or Geography
- Produce IS revenue for Software, Services, and Maintenance

Qualifications for solutions executive

- Demonstrated ability to drive and manage complex, solutions-based sales process and sell concepts
- Proven track record of having established and maintained business level relationships with prospects/customers at the Executive, LOB, IT, and

- Preferred candidate to live in North Eastern United States area
- Minimum three years' experience in a B2B sales position required, preferably in the healthcare, dental or medical industry
- Minimum of 10 years of progressive sales or client management experience, preferably in the software solutions (including SaaS), professional services, airline industry consulting, or airline experience