Our growing company is searching for experienced candidates for the position of solutions executive. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for solutions executive

- Set and drive consistent Disciplined Sales Process
- Develop and Coordinate the IS sales strategy for IS pursuits within assigned Vertical or Geography
- Utilizes Value Selling techniques to quantify project ROI and structure commercial deals accordingly
- Determine, plan and communicate project delivery options (SSB, SW or SI) within Vertical or Geography
- Personally cultivate champions at Executive, LOB, IT, and Operational levels
- Serve as the primary interface with Information Solutions Providers and the joint Go to Market and sales engagement strategy
- Develop strong business & financial knowledge of IS Initiative and its impact on potential business
- Identifies key competitive accounts and establishes and implements conversion strategies
- Ensures thorough familiarity with policies and procedures relating to standards of business conduct and trains/motivates teams in the importance of full compliance with the letter and spirit of such policies and procedures
- Drive the All Flash adoption across assigned territory deliverinbg expertise on Flash portfolio and impact on applications and related customer business

Qualifications for solutions executive

- 5+ years of experience managing large strategic accounts ($50m+ in total

- Experience working for B2B software vendors in a Sales and/or Accounts role is a prerequisite
- Demonstrated ability at creating and expanding middle management and executive relationships, focused on increasing wallet share and new business development
- Experience at managing procurement and vendor management discussions, and ability to negotiate win-win outcomes from complex deal scenarios
- Intellectual curiosity and drive to learn software products in the portfolio, and understand and be able to present the value proposition of these products and services
- Airline industry knowledge would be a distinct advantage