



Example of Solutions Sales Specialist Job Description

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Our innovative and growing company is hiring for a solutions sales specialist. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for solutions sales specialist

- Understand in-depth technical product application requirements and conveying architectural and room environment, related installation requirements to customers, to ensure that products operate as designed in the customer's facility
 - Develop drawings, cost estimates, statements of work and proposals to support pre-sales opportunities, which align all Systems Integration and Infrastructure stakeholders to ensure sales-opportunity requirements are clearly defined and updated according to project needs
 - Provide feedback to sales management on any changes in competition, impact of sales initiatives and actively contribute to market intelligence and ongoing process improvement activities related to area of responsibility
 - Ability to describe complex solutions to technical and non technical contacts
 - Support training of sales force through on the job training and actively grow engagement of sales force
 - Partner with the customer to identify functionality requirements that promote effective workflow and positive clinical outcomes
 - Provide deliverables that establish the basis, guidelines, and definition of the project
 - Educate the customer on emerging trends, workflows, and products
 - Process improvement activities related to area of responsibility
 - Achieve quarterly and annual sales booking targets, proofs of concepts and new wins targets
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- Recognize complex problems related to functional objectives
- Knowledge of UNIX Servers or POWER, Solaris and HP-UX in particular
- The person should be passionate about Enterprise Applications and how they impact various industries
- At least 3 years experience in Sales/Commercial in O&G industry, experience in rotating machinery (gas/ steam turbines, compressors, pumps,) sales is preferred
- A bachelor degree is required (IT or business finance related discipline)
- The successful candidate will have experience successful selling experience to financial institutions