



Example of Solutions Sales Specialist Job Description

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Our growing company is hiring for a solutions sales specialist. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for solutions sales specialist

- Create media plans (via Salesforce) using best practice, market data, insight from Yield/Pricing, which ultimately cater for partners' objectives
- Generate pre, during and post-campaign reports, across a range of tools including SAP BusinessObjects, Omniture/Adobe Analytics and DoubleClick, and be comfortable interpreting data from and providing commentary on these reports
- Manage and complete day-to-day requests via the Sales Planning and Support queue to a high standard and in a timely manner (adhering to the agreed deadline to the best of their ability)
- Forge strong relationships with the LATAM team, and influence and instil best practice into daily collaboration with sellers at all stages of the advertising campaign cycle (pre-campaign, campaign live and post-campaign)
- Develop a deep understanding of the business needs of the team, including operational pressures and challenges, and the specific strategies and objectives of their partners
- Attend partner meetings on an ad-hoc basis
- Collaborate with other teams across Media Solutions, including Sales, Product, Marketing, BI/Analytics and Operations
- Actively keep abreast of travel, ecommerce and advertising news and trends
- Never lose sight that Media Solutions is essentially a media 'sales' business, and that our primary goal of the Sales Planning and Support team is to assist our sellers in the best possible way for the business

Qualifications for solutions sales specialist

- Proven track record of sales capability
- Ability to sell through a consultative approach
- Must have a basic IT understanding can talk about platforms, databases, deployment
- Minimum of 2 years of demonstrated experience of understanding and communicating room designs for infrastructure products which includes Surgical Lights, Booms, and Integration is required
- Minimum of 2 years of demonstrated experience developing and delivering Complex Infrastructure Projects involving (IT, Facilities, Building/Contractors and Clinicians) to develop and implement state of the art work areas within clinical facilities is required
- Minimum of 5 years of sales experience, healthcare, technical sales or combination of experience is required