



# Example of Solutions Sales Specialist Job Description

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Our innovative and growing company is looking to fill the role of 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

- Maintain a high level of awareness of latest technical advances within all areas covered by Hitachi
- Knowledgeable about how organizations function
- Expresses information, in writing and orally, in a succinct and organized manner that is appropriate for the intended audience
- Responsible for driving quarter over quarter incremental revenue for the Medidata Payments solution
- Collaborate with Pre-Sales, Marketing, Product Strategy, Product Management and Professional Services to qualify Payments opportunities, continue to build product momentum and increase Medidata Payments market share
- Work in concert with Account Managers to execute on sales strategies, in part, by presenting and evangelizing the value of Medidata's Payments solution directly to Sponsors and CROs
- Assist and support Account managers and Market Development teams in speaking with prospective customer functional groups such as Clinical Finance, Corporate finance, Tax, Treasury, Accounting, Clinical Operations
- Aid in supporting, establishing and managing quarterly Field Marketing activities for the Payments Solution (including, but not limited to – webinars, conference attendance/presentation, customer and industry events)
- Work alongside Global Learning & Development to develop and deliver training offerings to scale the Payments IQ with the direct sales force and

- Primary responsibility is driving quarter over quarter incremental sales and revenue for Medidata's Analytics business, across a growing portfolio of products and services

### **Qualifications for solutions sales specialist**

- Demonstrated knowledge of technical competency in video endoscopy systems, computer based systems, audiovisual systems, and image capture devices is desired
- Strong technical competency in audio visual systems, boom and lights, video endoscopy systems, network based systems, image management systems, EMR connectivity, and advanced audio visual systems and components is necessary
- Ability to communicate special emphasis placed on how these devices are and would be used in the hospital environment, particularly in the Surgical Endoscopy specialty is preferred
- Knowledge and understanding of LAN/WAN networking, HCIS (HIS), PACS and EMR systems used in hospitals is preferred
- Detailed understanding of the operating room, operating room design, systems and subsystems used in general and specialty surgery is necessary
- Special emphasis on the application of these devices in Endoscopy, minimally invasive surgery, and image-guided interventions is essential