



# Example of Solutions Sales Specialist Job Description

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Our growing company is looking to fill the role of solutions sales specialist. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for solutions sales specialist

- Work in concert with Global and Regional Account Managers to execute on sales strategies, in part, by presenting and evangelizing the value of Medidata's Analytics solutions directly to Sponsors, Academic Research Organizations, and Governmental Agencies
- Assist and support Account managers and Market Development teams in speaking with prospective customer functional groups such as Clinical Finance, Clinical Operations, Data Management, Clinical Study Teams, IT
- Aid in supporting, establishing and managing quarterly Field Marketing activities for the Analytics portfolio, including, but not limited to webinars, conference attendance and presentation, customer and industry events
- Aid in supporting, establishing and managing quarterly Product Marketing activities (including, but not limited to – white papers, press releases, case studies)
- Design the talk tracks for email and cold call campaigns to be used by both Inside Sales and Market Development
- Senior Sales Specialist designs Treasury Management solutions for new and existing clients in their assigned Commercial & Specialty Markets group
- Follow the projects independently
- Sells client solutions products and/or services to channel partners and end customers in assigned geographic territory
- Assists field sales reps in finding & closing new VRS business with existing customers & prospects
- Manages marketing leads within their defined territory to deploy best sales strategies

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- Strong competency in reading, understanding and interpreting architectural drawings is preferred
  - Strong competency in operating room layout, workflow and design by specialty is desired
  - Command of LAN/WAN networking, HCIS (HIS), PACS and EMR systems used in hospitals is highly desired
  - Excellent written and verbal communication skills with all levels of staff within the hospital setting with special emphasis on the ability to communicate complex technical details to the layperson are essential
  - Executive level presentations and conversation skills are preferred
  - Ability to cultivate strong relationships and trust with cross-functional teams and divisions, colleagues and customers is desired