



Example of Solutions Sales Specialist Job Description

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Our company is hiring for a solutions sales specialist. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for solutions sales specialist

- Works to increase profitable sales within corporation in collaboration with Design Centers, Sales Managers, Sales Representatives (all segments), Sourcing, Logistics/Operation Managers and other Sales Specialists
- Ensure that VRS pipeline is maintained with appropriate \$ value of opportunities to achieve the sales growth objectives for assigned territory
- Presents new concepts and alternatives solutions to customers, and responds to their questions or needs as appropriate, to improve our chances of gaining their business
- Provides training as a base part of developing the skill sets of our sales professionals
- Provides technical sales support to assure successful customer integration and implementation of established organization products
- Review advanced specification drawings and blueprints prior to manufacturing
- Stay current with industry standards and packaging technology developments (continuing education, trade shows, conferences)
- Drive attendance for marketing campaigns and events
- Cold calling prospects regarding our Marketing Solutions products
- Develop strong product knowledge-you will learn the LinkedIn playbook & selling practices

Qualifications for solutions sales specialist

- Ability to analyze, interpret and communicate to team members technical documents, government proposals, market reports and business trend analysis is necessary
- Ability to anticipate / handle multiple priorities and complex issues is essential
- Consultative selling skills and approach are necessary
- Must maintain a high standard of ethics, professionalism, competency and business acumen
- Ability to prioritize and manage multiple large complex projects simultaneously is a must
- Must have a proven, successful selling track record