

Title: Solution Consultant (Sales)

Position: Full-Time Regular

Location: USA

Objective:

The Solution Consultant (SC) is an active participant in the application software sales cycle at TrueDemand. Responsibilities are related to pre-sales support including the following: identifying prospect requirements through client interviews and site surveys; explaining the features and benefits of the product and comparing it to those of competitor's products; preparing and delivering value-based product demonstrations to prospect personnel; and communicating with sales, product management, and consulting services teams regarding customer initiatives. Additional responsibilities include communicating the business requirements to the project / implementation team after completion of sale to ensure a smooth transition from presales to implementation stages, warranting a continuous degree of customer satisfaction; handling functional presentations at trade shows and conferences; and working collaboratively with TrueDemand partners to ensure that they understand TrueDemand's solution offering.

Position Responsibilities:

- Preparing and maintaining the product demonstration environment
- Developing product feature / function PowerPoints and related presentation documents
- Conducting client interviews and site surveys to gather functional requirements
- Performing the TrueDemand Actionable Value Assessment (AVA) Program
- Identifying additional product requirements and communicating with product management
- Coordinating new demo content discussions with product management
- Working with product management, consulting services, and engineering services in developing implementation and 3rd party software / hardware estimates
- Responding to functional / technical questions of client requests for proposal
- Preparing and delivering product presentations
- Explaining the features and benefits of the product
- Participating in after sales internal transition meetings to consulting services
- Participating in after sale external transition meetings with the client
- Comparing the product to those of competitor's products
- Handling functional presentations at trade shows and conferences
- Developing demos with hardware and complimentary software partners to showcase solution integration where required by sales and business development Basic

Qualifications:

- Requires five to ten years experience in the industry with a software provider and/or consumer goods company working with retail planning or supply chain planning systems
- 3 + years of applications presales experience preferred
- Willingness and ability to acquire deep TrueDemand solution knowledge
- Ability to demonstrate the functionality and value of the solution
- Ability to build a strong working relationship with both the prospect and TrueDemand account team
- Excellent communications and presentation skills; commitment to process improvement; self-starter; cooperative attitude; team player; and ability and willingness to travel