



Solutions Sales Team Representative

Job Scope

The Solutions Sales Team Representative drives sales and revenue growth by promoting and selling technology solutions to clients. This role involves understanding client needs, presenting solution offerings, and building strong customer relationships. In addition, the Solutions Sales Team Representative plays a key role in identifying new business opportunities, meeting sales targets, and contributing to the overall success of the sales team.

Responsibilities

- **Sales Strategy and Planning:** Collaborate with sales management to develop sales strategies and plans for promoting and selling technology solutions. Identify target market segments, industries, and potential clients to focus sales efforts on.
- Client Relationship Management:** Build and maintain strong relationships with new and existing clients. Understand client needs, pain points, and business objectives. Act as a trusted advisor, providing recommendations and solutions to address client challenges.
- Solution Presentations and Demonstrations:** Conduct presentations and product demonstrations to showcase technology solutions' features, benefits, and value. Customize presentations to align with client requirements and business objectives.
- Sales Pipeline Management:** Manage and prioritize sales opportunities in the pipeline. Qualify leads, research, and gather the necessary information to assess client needs and determine solution fit. Track and update sales activities in CRM systems.
- New Business Development:** Proactively seek new business opportunities through networking, referrals, and prospecting. Identify key decision-makers and influencers within target organizations and develop relationships to generate new leads.
- Sales Negotiation and Closing:** Negotiate pricing, contracts, and client terms to secure sales. Address objections, overcome challenges, and provide solutions to meet client expectations. Close deals and achieve sales targets.
- Collaboration with Internal Teams:** Collaborate with technical teams, solutions architects, and other internal stakeholders to develop customized solutions and proposals for clients. Coordinate with pre-sales and post-sales teams to ensure a smooth transition and implementation of solutions.
- Market and Competitor Analysis:** Stay updated with industry trends, market conditions, and competitor activities. Conduct market research to identify emerging needs and potential areas for solution enhancements or new offerings.
- Sales Reporting and Forecasting:** Provide regular sales reports and forecasts to sales management. Track and analyze sales performance metrics, including revenue, conversion rates, and pipeline status. Provide insights and recommendations for sales improvement.
- Customer Success and Satisfaction:** Ensure customer success and satisfaction by maintaining regular communication, addressing concerns, and providing excellent post-sales support. Seek



opportunities for upselling and cross-selling additional solutions or services.

Requirements

- Bachelor's degree in business, marketing, or a related field. Technical knowledge or certifications in relevant solutions or industries are advantageous.
Proven experience in technology solution sales, preferably in a B2B environment.
Strong understanding of technology solutions, such as software, hardware, cloud services, or IT infrastructure.
Excellent sales and negotiation skills, with a track record of meeting or exceeding sales targets.
Ability to build and maintain strong client relationships, with exceptional interpersonal and communication skills.
Strong presentation and demonstration skills to effectively showcase solution features and benefits.
Proficiency in using CRM systems and sales productivity tools to manage leads and track sales activities.
Strategic thinking and problem-solving abilities to identify customer needs and propose suitable solutions.
Self-motivated and driven to achieve sales goals, with the ability to work independently and in a team environment.
Excellent time management and organizational skills to prioritize tasks and manage multiple client engagements.
Knowledge of market trends, competitors, and industry dynamics in the technology solutions space.
Flexibility to travel as needed to meet with clients and attend industry events.