



POSITION DESCRIPTION

TITLE: Solutions Consultant

DEPARTMENT: Sales

REPORTS TO: VP of Sales

JOB SUMMARY

- Responsible for generating revenue through the sale of designated product lines, service and supplies.
- Work independently to ensure the highest level of customer satisfaction.

JOB QUALIFICATIONS

Education: Associate's Degree or equivalent combination of education and experience

Experience: Minimum 1 year sales or customer service experience

Skills: Self-Motivated, Capacity to Learn, Industry Experience a Plus

JOB DUTIES

The following job responsibilities are intended to reflect the major responsibilities of the job, but do not describe the minor duties or other responsibilities that may be assigned from time to time. Requirements are representative of minimum levels of knowledge, skills, and/or abilities. Incumbent will be required to satisfactorily perform all essential functions of the job, with *reasonable* accommodation considerations for those individuals covered under the Americans With Disabilities Act (A.D.A.)

RESPONSIBILITIES

- Use gold standards when prospecting new customer and serving current customers
- Achieve or exceed monthly quota in equipment and supply sales
- Maintain sales activity pipeline levels as prescribed by Sales Manager
- Effectively demonstrate equipment to customers and prospects
- Protect current customer base in assigned territory
- Follow-up on leads from other sources promptly; minimum four hour response time
- Maintain accurate records on assigned territory accounts within Sherpa
- Accurately complete deal paperwork for red folder processing
- Actively participate in training events, demos, shows, etc.

- Keep direct manager informed of potential or existing customer problems
- Develop skills and knowledge to advance to the next career level.

ESSENTIAL PHYSICAL-MENTAL FUNCTIONS AND ENVIRONMENTAL CONDITIONS

The physical-mental demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job.

- Ability to sit for long periods of time, use hands to finger, handle or feel, talk and hear, stand, walk, reach with hands and arms, stoop, kneel, or crouch.
- Ability to properly lift and/or move 20 pounds or less. The highest point of any lift - overhead; the lowest point of any lift - the floor.
- Ability to effectively communicate with others, both orally and in writing.
- Ability to understand, relate to, and apply concepts on a continuous basis.
- Ability to remember multiple tasks and/or assignments over long periods of time continuously.