



Solutions Consultant

About us:

Revionics is a leader in the emerging technology of Retail Lifecycle Price Management.

Our solution covers:

- Everyday Price Planning & Optimization
- Promotion Price Planning & Optimization
- Markdown Price Planning & Optimization
- Integrated Demand Forecasting

Revionics provides sophisticated software that analyzes consumer trends in addition to other variables such as cost, competition, and price strategy, to help determine the best price for each item sold in retail stores. Our technology is delivered in a Software-as-a-Service (SaaS) fashion as a subscription via the Internet. This approach allows retailers of all sizes access to technology and pricing expertise that they may not be able to otherwise afford.

Role and Responsibilities:

Revionics is looking for Solutions Consultant. The Solutions Consultant takes a consultative approach to providing product, technical, industry and/or business expertise to architect exceptional business solutions to prospects and customers primarily through demonstrations. The Solutions Consultant is an exciting, strategic role that will assist in qualifying new customer opportunities with the sales team, prepare for personalized product demonstrations, and perform the product demonstrations at prospect meetings.

Daily duties would include providing technical assistance to sales services, working closely with sales account teams to assist in the development of account plans and qualification of opportunities. The Solution Engineer would assist in the creation, collection and stewardship of intellectual assets to support sales and also be responsible for describing the solution, defining the approach and estimating the work effort in client proposals.

This individual would need to become an expert on the Revionics offering, and an expert on the pricing practices in the retail market. Responsibilities would include, obtaining a solid understanding of the pricing practices of a given prospect, and being able to demonstrate how the Revionics solution would be utilized within that organization, bringing operational and financial benefits.

A high level of travel is required for this position; potentially up to 75% of the time will be spent traveling.

Skills:

The Solutions Consultant would need to be a creative problem-solver with a technical mind and strong presentation skills and the ability to explain complex technical concepts to non-technical people. Answer pre-sales and technical questions via email, conference calls and web presentations. Excellent communication (verbal and written) skills with strength in describing technical issues to others less well versed in technology. Presentation and facilitation experience along with proven excellent analytical ability.

This individual needs to be a good listener, to be sure to understand the needs of a prospective client and then position the Revionics solution appropriately to meet those needs.

Experience:

Solutions Consultant candidates will have outside sales experience assisting with selling advanced technology to grocery, drug or convenience retail industry leaders. Experience with databases required – SQL Server preferred. Familiarity with popular back office systems, specifically how data is housed and transferred is preferred.

Preferred Candidate Attributes:

- Successful track record in the retail segment.
- Experience selling Price Optimization or Price Management solutions.
- Successful track record with Software-as-a-Service organizations.
- Highly Motivated and tenacious in the pursuit of targeted clients.
- Must be a successful self contributor with strategic opportunities.
- Must be a good listener.
- Must be able to work well in a team environment.
- Comfortable working in a high-pace rapid growth environment.
- Four year college degree

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