

Recruteur	
Référence	25D1738686563
Titre de l'offre	Solution Consultant
Description de la mission	<p>Solutions Consultants are responsible for understanding a customer's objectives and creating the vision for how CrossKnowledge will get them where they want to go. By using strong storytelling and great presentation and demo skills, Solution Consultants inspire our customers to imagine their future with CrossKnowledge.</p> <p>Reporting to the Solution Consulting Manager, you will help drive the growth by being a trusted advisor for new prospects as well as existing clients for upselling opportunities.</p> <p>How you will make an impact:</p> <ul style="list-style-type: none"> • Partner with Account Executives to drive complex, multi-stakeholder deal cycles across industries to solve diverse critical business problems • Drive the discovery process, helping to uncover your customers' current pains and align to their business objectives • Prepare and deliver high impact presentations and demonstrations that showcase CrossKnowledge's differentiated story • Partner with customers to craft CrossKnowledge based solutions that drive value and significant business impact • Guide customers through the evaluation process of CrossKnowledge ensuring that our solution meets key business objectives and technical requirements • Act as a liaison between Product, Marketing, Client Success and Sales, sharing customer feedback to help craft the product roadmap • Build working knowledge of competing products and how to technically sell against them • Develop/maintain technical and business knowledge of industry directions and trends.
Type de contrat	CDI
Télétravail	Télétravail total possible
Rémunération	60-70 K Euro/an
Client	CROSSKNOWLEDGE
Description de la société	<p>CrossKnowledge provides corporate digital learning solutions that enable the success of individuals, teams, and organizations through skills acquisition. CrossKnowledge has more than 20 years of experience in digital learning, serving over 3 million learners in 130 countries through its technology, content, and services.</p> <p>Are you passionate about painting the vision of how human potential can be unlocked through Learning? As a Solution Consultant, you will be responsible for building solutions that support the growth of individuals & teams through our Learning Solutions and get work done by building relationships with key executives, selling directly to IT, business leaders, and L&D professionals while also owning the functional & technical elements of a value-oriented sales cycle.</p>
Localisation	France - Europe
Code localisation	Union Européenne
Pays	France
Description du profil	<p>We are looking for people who have:</p> <ul style="list-style-type: none"> • Undergraduate/Bachelor Degree required (Engineering, Computer Science, Commerce, Business, Marketing degrees preferred but not a must) • 3+ years of Presales/Solution Engineer/Solution Consultant experience in a SaaS/Cloud environment, selling enterprise software to business users or C Level. • Previous experience in HR, L&D, Customer Experience, CRM, HCM, and Digital technologies is highly valued – you have a strong understanding of the enterprise SaaS ecosystem • Excellent verbal and written communication skills • A consultative approach to solving your customers' business challenges and a track record of successfully overcoming technical and functional objections. Problem-solving is important to you!