

Recruteur	
Référence	21D1620070912
Titre de l'offre	Presales consultant / Solution Consultant
Description de la mission	<p>We are looking for a Solution Consultant who will be responsible for leading the solutioning throughout the sales cycle and delivering thought leadership to companies to transform their customer's experience. The Solution Consultant is an experienced person who works alongside their colleagues, participates in building our team culture and supports their aligned sales team to create solutions for prospects and customers.</p> <p>To accomplish this, you should have a strong desire to set the vision translating business objectives into enticing and practical recommendations. The Solution Consultant will act as a trusted advisor to our customers while aiding the customer's transformational journey.</p> <p>How you will make an impact :</p> <p>You work in a small team of Solution Consultants and you focus on positioning the CrossKnowledge Solution from a functional, technical and learning perspective</p> <p>You create RFI/RFP/Proposal answers: you lead the response to a specific prospect's challenge, including creating and formatting the document, ensuring the quality of the answer and the timely delivery of it</p> <p>You provide functional & learning strategy support throughout the sales cycle to drive opportunities to a successful conclusion.</p> <p>You are able to interpret sometimes complex customer needs and develop innovative solutions supporting recognized technical and business value</p> <p>You are able to simplify the communication of both functional and learning content to a varied audience (technical and non-technical prospects).</p> <p>You are actively participating in sales calls as the solution expert ensuring alignment between the capabilities and value of the solution and the needs of the prospect.</p> <p>You are delivering remote and onsite presentations/demonstration of the CrossKnowledge Solution to prospect.</p> <p>You deliver presentations and demonstrations at CrossKnowledge events and tradeshow.</p> <p>You present and speak to senior decision makers from C-level down.</p>
Type de contrat	CDI
Télétravail	Non spécifié
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. Part of Wiley, one of the world's largest research and education providers, CrossKnowledge has 20 years of experience in digital learning, serving over 12 million learners in 130 countries.</p>
Localisation	France (bureaux à Suresnes, full remote possible)
Pays	Array
Description du profil	<p>We are looking for people who :</p> <p>have at least 3 years of experience as Presales Consultant or Solution Consultant in the HR/L&D training area</p> <p>have a broad, general knowledge of the enterprise HR/L&D, people development, training and software sector, ideally with an understanding of HRIS and associated support systems and how these solutions can benefit client business performance.</p> <p>provide a solution and consultative selling approach</p> <p>are aware of and understand the current business challenges companies face within the target segments.</p> <p>professional attitude with business acumen and commercial awareness</p> <p>have excellent written and verbal communication skills</p> <p>are result-driven, able to set challenging, realistic and concrete goals; to make decisions, set priorities.</p> <p>willing to provide a strong Customer Service, build a strong communication with prospect, clarifying their needs</p> <p>constructive networker, able to build long-term alliances with others, both inside and outside</p>

the organization

solicit the input of others affected by choices and planned activities.

self-confident, you approach new challenges with a "can do" attitude, based on a realistic sense of personal capabilities.

at ease with conceptual thinking, you use or create principles or concepts to explain complex problems, situations or opportunities.

flexible, able to demonstrate flexibility when applying rules or procedures to a particular situation, adapting to meet the larger objectives of the organization.

have a high integrity, self-starter with strong work ethic

are fluent in French & English. Any other language (German, Dutch) is a big asset.

Expérience Expérimenté (3-10 ans)

Profil

Secteur Education & Formation

Langue Anglais

Français