

United States Jobs Expertini®

Strategic Solutions Sales Executive

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Company: Paradigm Technology

Location: United States

Category: other-general

Paradigm Technology extends a work culture unlike any other Analytics & Digital technology provider. We focus on hiring candidates who display our seven core competencies - passion, drive, transparency, adaptability, empathy, kaizen, and customer commitment. If you eat, sleep, and breathe our competencies and desire to work in a casual yet results-driven environment that embraces innovation- then you're just what we're looking for!

STRATEGIC SOLUTIONS EXECUTIVE'S (SSE) manage the opportunity from sales pursuit to close using deep sales process and offering expertise. Develop relationships with key buyers and decision-makers at new and/or existing clients; protect and grow the business. Act as point of contact for resolution and escalation of all key items with the client and internally.

Responsibilities: Provides solutions to complex business problems for area(s) of responsibility where analysis of situations requires an in-depth knowledge of organizational objectives. Involved in setting strategic direction to establish near term goals for area of responsibility. Interacts with senior management levels at a client and/or within Paradigm, which involves negotiating or influencing on significant matters. Has latitude in decision-making and determining objectives and approaches to critical assignments. Decisions have a lasting impact on the area of responsibility with the potential to impact outside area of responsibility. Manages large deal/work efforts at a client. Must be able to travel up to 50%.

Basic Qualifications: Minimum of 5 years selling/closing professional service deals in the Fortune 500 Space in one of the following areas: Analytics, MDM, Governance, Marketing, Business Transformation, Technology or Cloud. Minimum of 5 years' Sales Pursuit Management experience. Minimum of 5 years' Client Relationship and/or delivery experience. Bachelor's

Degree or equivalent experience. Professional Qualifications: Prefer someone with experience developing, maintaining and obtaining meetings with new and existing C-Level relationships beyond CIO working with Marketing, Procure to Pay, Order to Cash, Record to Report and Finance Transformation. Experience working within a large, heavily matrixed company environment. Experience with C-Level client relationship building and relationship management. Proven ability to build, manage and foster a team-oriented environment. Demonstrated leadership, teamwork and collaboration in a professional setting. High energy level, sense of urgency, decisiveness, and ability to work well under pressure. Excellent communication (written and oral) and interpersonal skills. Strong leadership, problem-solving, and decision-making abilities. Professional of unquestionable integrity, credibility, and character.

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