

JOB TITLE: SENIOR SOLUTIONS CONSULTANT
DEPARTMENT: SALES
REPORTS TO: CHIEF REVENUE OFFICER
FLSA STATUS: EXEMPT

Overview

- Primary objective is to improve distributor effectiveness in electronic bill presentment and payment solutioning.
- Maintains/expands relationships with assigned distributor's solutioning contacts.
- Represents the entire range of company products/services to achieve revenue growth targets and strategic objectives, maintaining role as BillerIQ subject matter expert.
- Collaborates with distributors to identify opportunities and address biller needs
- Leverages internal resources to partner with distributors to deliver industry leading EBPP solutions

Responsibilities

- Lead complex solution development efforts that best address reseller/biller and gains customer acceptance by explaining or demonstrating cost reductions and operations improvements.
- Assist in ongoing training of complex feature/function capability.
- Identifies current and future customer service requirements
- Influences the sales and solution design and implementation process to speed up time line for larger/complex implementations.
- Assists with the development of SOWs when custom development results from related sales solutioning activities
- Works closely with Transactis Product Management, sharing solutioning activities to influence the product roadmap.
- Work with Transactis implementation team for a seamless transition from sales to implementation phase.
- Provide content and thought leadership to assist marketing to create marketing and sales materials and deliver training.

Experience

- Able to effectively lead small work groups.
- Strong consultative, critical thinking and problems solving skills.
- Effective technology presentation and demonstration skills
- Ability to assess technology services opportunities and communicate solutions in non-technical manner
- General knowledge of the financial and/or banking industry.

To apply, please send resume to careers@transactis.com