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kbarrett@ikon.com

SOLUTION CONSULTANT – MISSISSAUGA OFFICE

Position Profile

Promotes and leads strategic activities designed to enhance Professional Services-based revenue. Serves as the Area expert relative to the Professional Services strategy and IKON's Premier Solutions Portfolio and Assessment Services. Partners with Area Sales teams in the pre-sales process to sell Professional Services products and services by understanding the customer's business and technology requirements and creating a compelling business solution that meets their needs.

Job Duties and Responsibilities

Meets or exceeds assigned revenue and target metric objectives within the assigned territory.

Generates new advanced solution sales opportunities by taking the lead in organizing customer workshops, vendor shows, symposiums, etc. to promote Professional Services offerings.

Partners with Area sales management to promote Professional Services strategy and manage the product portfolio.

Drives IKON's Premier Solutions portfolio and IKON Assessment Services offerings through analysis of customer business and technology requirements and the development of customized solutions to fit individual customer needs.

Applies a consultative approach to all contacts with customer C-level leaders and IT groups.

Teams with Area sales force in sales presentations, demonstrations, proof of concepts, internal trainings, and proposal development related to Professional Services solutions and services.

Develops Statement of Work as a part of the business/technology solution that relates to capture, document/content management and workflow requirements.

Proposes and closes complex capture, electronic document management (EDM) and document workflow projects that impact IKON's core digital output business.

Adheres to and complies with the IKON Selling Process (including but not limited to participating in RAP strategy sessions, Integrated Account Reviews, and identifying Professional Services opportunities within Phase 123 pipeline.)

Performs other duties as assigned.

Qualifications (Education, Experience and Certifications)

Four-year college degree preferred, or equivalent experience in a related field

Requires at least 5-7 years successful sales experience, at least 3 of which is complex solutions and services sales experience into IT environments

2 years project management or sales management experience preferred

Experience calling on a variety of accounts including Major and National Accounts as well as mid-size and smaller firms

Experience working with a minimum \$1 million annual quota preferred

CDIA certification preferred

Solution Consultant and Sales Engineer

+IT+