



Job Description

SALES CONSULTANT

The **Sales Consultant** is responsible for providing pricing, feasibility, and consultation to clients regarding SSI products and services.

Responsibilities Include:

Pricing and Feasibility

- Provide pre-sales support by responding in a consultative manner to client questions regarding products, pricing and solutions.
- Prepare proposals across all product sets including feasibility and pricing. Deliver quotes to clients.
- Reach out to Clients that will possibly become our partners in meeting all completes needed from end client.
- Leverage the SSI pricing tool to maximize win rate and profitability on a project level basis.
- Engage in knowledge sharing including product pricing and feasibility and coordination across internal functions (sales, delivery, etc.).
- Provide timely and accurate response to requests. Maintain and work to increase profitability. Work to increase win rate by providing exceptional quality and feasible solutions.

Maintain and Expand Client Relationships

- Assist Senior Sales in expanding and leveraging client relationships with focus on creating opportunities and developing incremental company profit through understanding of client objectives; consultation during the sales process; estimate follow-up by phone; participation in sales calls and meetings; understanding pipeline of existing opportunities; effective investigating and up-selling and assuring client satisfaction.
- Provide leadership and guidance as an internal and external consultant regarding SSI's products and services; project feasibility and execution; and leveraging their experience as a means to expand client relationships.

Desired Skills, traits and Experience:

Qualifications Include:

- Bachelor's degree in related field or equivalent work experience.
- 2 years' experience in a client service or project management environment is a plus.
- Expert Proficiency in Microsoft Office Word, Excel, and PowerPoint.
- Demonstrates highest level of ability in all aspects of English communications: written, oral, listening and expressing ideas.
- Excellent problem solving ability.
- Ability to analyze qualitative data.
- Exceptional analytical, quantitative, deductive, and negotiation skills.
- Willing to work on Holidays (local and international)
- Willing to work nightshifts
- Trainable and works with less Supervision

SSI offers an excellent compensation and benefits package.

To Apply: Email cover letter and resume to: cebucareers@surveysampling.com