

## Solutions Consultant

Following continued growth, Aura is looking to recruit a Solution Consultant who will be responsible for consulting with clients and partners to design solutions to meet their business needs, processes and issues, managing and facilitating the deployment of those solutions, and providing clear documentation at all stages.

The role will involve promoting the Aura Alliance value proposition and increasing our clients and partners knowledge, as well as team Auras knowledge of our offers.

Whilst either office or home based you will be expected to travel to customers' locations for meetings and to undertake work, possibly for several days at a time requiring overnight stay. Occasionally you will be expected to work outside of normal working hours as required by our clients.

### Responsibilities:

- Evangelise our proposition and offerings.
- Provide consultations for customers on how best to implement solutions into their business.
- Build and deliver customised value-based platform demos to prospective clients
- Translate complex technical concepts into more easily understandable language for non-technical clients
- Support sales processes and presentations
- Act as a technical lead in opportunity engagements
- Gain thorough understanding of prospective client needs to best inform possible use cases and strategic proposals
- Lead customer pilots and trials
- Lead sales enablement projects for both EMEA/UK and North American sales team
- Subject matter expert in the growing Digital Transformation and cloud technology market
- Own the technical enablement of the sales team with a focus on customer use cases
- Lead knowledge management efforts to best enable sales team members quickly find answers to their questions
- Liaise with partner and vendor teams providing in depth knowledge and feedback

### Requirements:

- At least 3+ years' experience as an enterprise SaaS Sales Engineer or similar role
- Experience with, and understanding of, SaaS subscription software businesses
- Technical familiarity with Cloud voice and collaboration, CRM, Networking and IT technologies
- Confident in developing new professional relationships with prospective clients and partners
- Experience managing and participating in technical RFP responses
- Ability to document and create Scope of Works, High and Low level designs.
- Experience managing pilot or proof-of-concept implementations with prospects
- Strong business writing skills
- Enthusiastic and passionate presentation skills
- Comfortable with regular European and sometimes international travel to meet clients and partner needs.

### Personal Attributes:

- Excellent problem solving skills
- Verbal, written and interpersonal skills necessary to explain complex solutions in simple terms
- High motivation and the will to succeed
- Used to working at all levels of seniority
- Ability to work under pressure and to deadlines



**Reporting to** – Chief Strategy Officer

**Location** – United Kingdom

**Package:**

- Competitive Salary and OTE
- 25 days annual leave
- Company Pension Scheme
- Company Health & Life insurance

**How to apply:**

Email your CV to: [jointheteam@auraalliance.com](mailto:jointheteam@auraalliance.com)

Subject line: Job opening and your full name.

After emailing us, you will hear from us in less than 15 days.

Not the job for you? Share it with a friend that you know will be perfect for this role!