

TITLE: Enterprise Solutions Consultant

LOCATION: Calgary

RELOCATE: Yes No Possibly



EXECUTIVE CANDIDATE PROFILE

Enterprise focused Solutions Consultant with 20 years of experience planning and executing value-based selling to large customers. Promoting a product portfolio offering and tailoring the right solution to address customer business challenges. Leading digital transformations, and developing a mutual roadmap, using workshops, whiteboard sessions, and teaming with a variety of stakeholders from the customer side, as well as internal resources such as product managers, architects, delivery resources, and professional services teams.

Demonstrated track record of delivering end-to-end multiple POs from the initial inquiry, to a successful deployment. The process typically consisted of refining the business needs, crafting the right solution, engaging internal resources, assisting the customer in promoting the offering internally and get a green light from his IT, Business, and Information Assurance teams. Developing a pricing strategy alongside the account team and promoting it internally. The offering was a mix of products, delivery services and 3-5-year maintenance contracts.

Seeking a leading presale role promoting a complex product portfolio to leading enterprise customers.

Recognition / Achievements

- Sales quota of \$10M+. Deal size \$200K-\$3M. A mix of Product, Services and Advanced Maintenance. Sale cycle of 6M to 2Y. Led 5 advanced applications deals end-to-end, 3 of them with Tier-1 banks.
- Led 3 large scale authentication projects from the first meetings to a PO (circa \$500K each), for Call Center Agents, as well as digital channels (IVR and Mobile App, PSD2 Compliance)
- Developed a proof of concept and Automation funnel for a large telco, that evolved in a 'land and expand' approach to a digital transformation pipeline of more than \$1M.
- Led proof of concept for a large insurance company, that delivered 40% saving in back-office handling time.

Education / Designations

- Master of Science in Biomedical Engineering
- Working knowledge of Python with emphasis on Data Science, SQL.
- Telecom and Datacom, Information Assurance and Salesforce.