



# MOOSE LOGIC

## Job Description

**Job Title:** Solutions Consultant

**Reports To:** Sales Director

**Compensation:** Moose Logic has sales compensation plans for both straight commission and salary plus commission employees. Commission is based on Gross Margin production. More details are available within the context of an interview with prospective candidates.

**Position Summary:** Under general supervision, sells consulting, software, hardware, managed services, and additional engineering services to customers using accepted Moose Logic sales techniques. Maintains adequate records of sales activities and leads as requested.

### Duties and Responsibilities:

- Follow up on leads provided by Moose Logic or generated by the Solutions Consultant directly.
- Represent Moose Logic in a consistently honest, ethical, and professional manner.
- Meet Gross Margin production quota as assigned by Sales Director.
- Answer customer questions and resolves technical, sales, and service issues with customers in a timely way.
- Prepare accurate, timely quotes for potential or existing customers.
- Close sales.
- Follow up with customer and service staff to assure projects and/or product is received and/or installed correctly and to the customer's satisfaction.
- Maintain accurate and timely records of lead/customer contacts in the Moose Logic CRM system.
- Perform other duties as required.

### Knowledge, Skills, and Abilities:

- Valid driver's license and proof of automobile insurance required.
- Demonstrated knowledge of computer networking components and their functions.
- Experience selling complex software solutions – Citrix and Microsoft experience a plus.
- Citrix CCSP sales certification preferred.



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- In-depth knowledge of successful sales techniques and practices, including solution selling.
- Ability to excel in a fast-paced, dynamic environment.
- Superior organizational skills.
- Ability to prioritize tasks as necessary to meet changing deadlines or customer emergencies.
- Ability to comfortably sell at the C-level.
- Ability to function in a consultative mode with clients to customize solutions to clients' business needs.