

Solution Consultant (CorasWorks/SharePoint)

Title: Solution Consultant

Location: Reston, VA. Region

Position Overview

CorasWorks is currently seeking a Solution Consultant (SC) in the Reston, VA region. As an SC you are primarily responsible for delivering demos and technical briefings to prospects and customers who are evaluating our software application platform. Candidates must have a strong ability to uncover business process, develop technical sales strategy and effectively demonstrate solutions that address business requirements. The ability to establish the credibility of a trusted advisor to C-Level personnel and other senior Fortune 500 executives will enable you to excel in this role. CorasWorks is a fast-paced high-energy organization; candidates should be able to successfully balance multiple activities in a team focused environment.

Responsibilities

- Uncover the prospect's needs and establish the CorasWorks solution that best addresses those needs and provides the most business value
- Create and present product demonstrations and value propositions to every level of the organization from senior executives to technical staff, across a wide range of companies and industries
- Identify technical and functional hurdles early in the sales cycle and creatively address through the CorasWorks Application Platform
- Attain and exceed quarterly and annual bookings goals and other objectives
- Be willing to travel to present onsite at client locations, at marketing events, and via web conference
- Respond effectively to RFPs and create other written solution messaging materials
- Build ROI and business justifications to quantify the benefits of deploying CorasWorks
- Work with internal groups to support other strategic business initiatives within our organization

Requirements

- 6+ years pre-sales experience in enterprise software sales to Fortune 500 companies
- Demonstrated superior presentation, problem solving, written and oral communication skills
- Proven technical pre-sales over-achievement, preferably around Microsoft technologies
- In-depth knowledge of web, business intelligence, content management, CRM and ERP systems
- JavaScript/ HTML / XML / CSS scripting experience and working knowledge of relational databases and data warehouses
- Ability to work on several tasks simultaneously and under tight deadlines
- The ability to work effectively independently in a virtual work environment
- The ability to travel up to 25%
- Must have broadband connection capability in home office
- Must be authorized to work in the US

About CorasWorks

CorasWorks is a global leader in applications and application development tools that drive immediate business value on Microsoft SharePoint. More than 1,000 organizations and 1 million users worldwide download and use plug-and-play apps from CorasWorks and our partners, and build their own applications without the cost and complexity of custom code using our comprehensive application development system.

CorasWorks is a Microsoft Gold-certified Managed Partner with headquarters in Reston, VA.