Job Description

Job Title: Solutions Architect

Contract Type (Perm/Contract/Temp): Perm

Reports to:Head of New Buyer Sales

Location: London

About Us:

We are a secure e-invoicing platform that brings businesses and their suppliers closer together with unique technology that revolutionises invoice processing, maximises efficiency and improves cashflow management. The Tungsten Network also provides users with real-time spend analysis through analytics, and offers access to Early Payment, a form of alternative finance for businesses.

Job Purpose:

The Solutions Architect is required to work with the members of the Global Buyer Sales team to grow revenue from both prospective and existing customers. You will work closely with the Product, Technical Implementation and Project teams to scope, design and agree the appropriate solution for each client.

Reporting to the Sales Director, within our New Buyer Sales division, you will provide subject-matter expertise within specific fields related to an Accounts Payable (AP) automation deployment. You will have experience of AP automation, scanning capabilities and ideally experience of working on projects related to compliance and supply-chain enablement.

Key Responsibilities:

* Actively drive the discovery sessions and evaluation stage of the sales process with our prospects and customers
* Be a solution expert and have enjoy presenting/demonstrating our solution suite and the value it can bring clients.
* Develop business cases including both hard and soft savings impacts.
* Work with sales team to plan accounts and drive sales cycles
* Contribute to the deal approval process (go/no go decision through to pricing approval)
* Partner with product, technical implementation and the project management teams to scope projects and complete risk analysis
* Respond to RFX and develop proposals clearly communicating our value proposition
* Create a smooth handover process from Sales to Implementation and build strong partnerships with these teams
* Support development of a touchless sales process
* Recommend, suggest or discuss ways to improve existing processes.
* Understand technology planning, implementation and impact on business

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Experience and Knowledge:

* Proven track record in presales/solutions consulting or similar roles (service delivery, client relationship management) experience with enterprise deals
* Experience with AP automation, electronic invoicing, and supply chain finance applications
* Subject matter expert in AP and Procurement processes along with awareness of the competitive landscape
* Experience with opportunity assessment/scoring techniques
* Outstanding written and oral communication skills in order to liaise between the user community, executive sponsors, and the customer team
* Ability to develop executive level relationships. Strong communication and negotiation skills required
* Able to manage increasing levels of responsibilities, deadlines and customer / partner relationships
* Excellent presentation and product demonstration skills
* Strong Salesforce.com skills

Education:

* Undergraduate degree
* Professional Sales Management and Methodologies, Communication Skills, and Large Account Management courses or programs
* Fluent in English (written and spoken)
* German, French or Spanish an advantage

Systems Knowledge:

* Understanding of P2P process, AR or e-Invoicing
* Understanding of the BPO space
* Understanding of mainstream ERP/Accounting systems
* Understanding of Tungsten solutions and value propositions
* Solution selling
* Knowledgeable of key competitor product offering, strengths & weaknesses; marketplace dynamics a plus
* Familiar with CRM systems, preferably Salesforce.
* Develop a strong understanding of how Tungsten Network creates value, and be able to articulate these values strongly and clearly.

Personality & Attributes:

* Able to work as an individual and within a team
* Self sufficiency
* Direct and honest, respectful of others
* Excellent time management and dispute management skills
* Positive and tenacious
* Able to gather, analyze and document information such as customer feedback, superb at creating practical, commercially viable and effective solutions