

Solutions Consultant

Do you thrive in **relationship management and desire to be "best in class"**? Enjoy leveraging your knowledge and **technical savvy** to act as a **key advisor to Sales**? If so, then read on because we are looking for someone just like you to join our Enterprise Solutions team based out of our Hamilton location!

You will be responsible for working as a strategic partner with sales to support and drive software solution opportunities by adding value throughout the sales cycle. In addition, you will also develop and present training content to Sales on software solutions to help them to differentiate our total solution in the marketplace.

Key Responsibilities

- Participate in discovery meetings with Sales Representatives and potential customers in order to determine the correct solution for the customer
- Conduct needs analysis in order to understand workflows and create compelling proposals
- Perform customer demonstrations and/or presentations at Canon office, showroom, or at customer location
- Provide ongoing guidance and education to the Sales team which will increase Sales' ability to identify and maximize solutions opportunities
- Partner with Sales to prepare proposals and quotes
- Proactively support and participate in customer account reviews with Sales in order to identify further solutions and hardware opportunities

To Succeed, You Will Have

- University degree or College diploma in Computer Science or related discipline
- **3 - 5 years of technical experience with software installation and re-installation; experience working in/with a Sales culture preferred**
- **** Colour certification****
- Strong technical and analytical aptitude, above average computer Hardware/Software skills with some troubleshooting capabilities
- Highly developed interpersonal skills, excellent communicator, proactive
- Self-starter, able to adapt to new work environments quickly to understand customer requirements
- Customer focused, adds value to Sales leveraging knowledge of S/W and H/W technology and market trends
- Comfortable presenting and adapting communication style specific to type of audience and level
- **Travel within territory to customer/client locations (50-75% of time), outside of territory from time to time as required**
- Valid driver's license, vehicle access required

Come and join our team and reap the rewards as we work to take Canon to the next level!

We offer competitive compensation, comprehensive benefits, exceptional growth potential and stability, all within a casual and professional work environment.

While we appreciate all applicant submissions, only those considered to be most qualified will be contacted for further assessment.

Canon Canada Inc. is proud to provide accommodation(s) during the recruitment process. Should you require any accommodations, please indicate this on your application/cover letter and we will work with you to meet your accessibility needs. For any questions, suggestions or required documents regarding accessibility in a different format, please contact us via email at accessibility@canada.canon.com or via phone at 1-855-531-3850 or 905-863-8713